

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 97

OCTOBER 23, 1937

Number 17

IT'S THE TOPS

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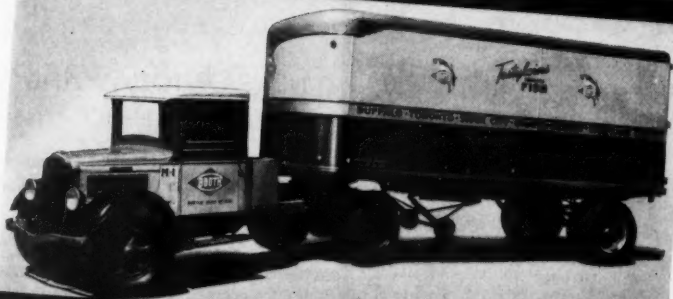
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THE NATIONAL PROVISIONER

THE MAGAZINE OF THE MEAT PACKING AND ALLIED INDUSTRIES

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MEMBER



Audit Bureau of Circulations
Associated Business Papers

Official Organ Institute of American Meat
Packers.

Published weekly at 407 So. Dearborn St.,
Chicago, Ill., by The National Provisioner,
Inc.

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★

Executive and Editorial
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407 South Dearborn Street,
Chicago, Illinois

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Cleveland Office
Leader Bldg.

Pacific Coast Office
1031 So. Broadway,
Los Angeles, Calif.

★

Yearly Subscription: U. S., \$3.00; Canada,
\$4.00; foreign countries, \$5.00. Single copies,
25 cents.

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sioner, Inc. Trade Mark registered in U. S.
Patent Office. Entered as second-class matter,
Oct. 8, 1919, at the post office at Chicago,
Ill., under act of March 3, 1879.

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Daily Market Service (Mail and Wire)

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visioner Daily Market Service, 407
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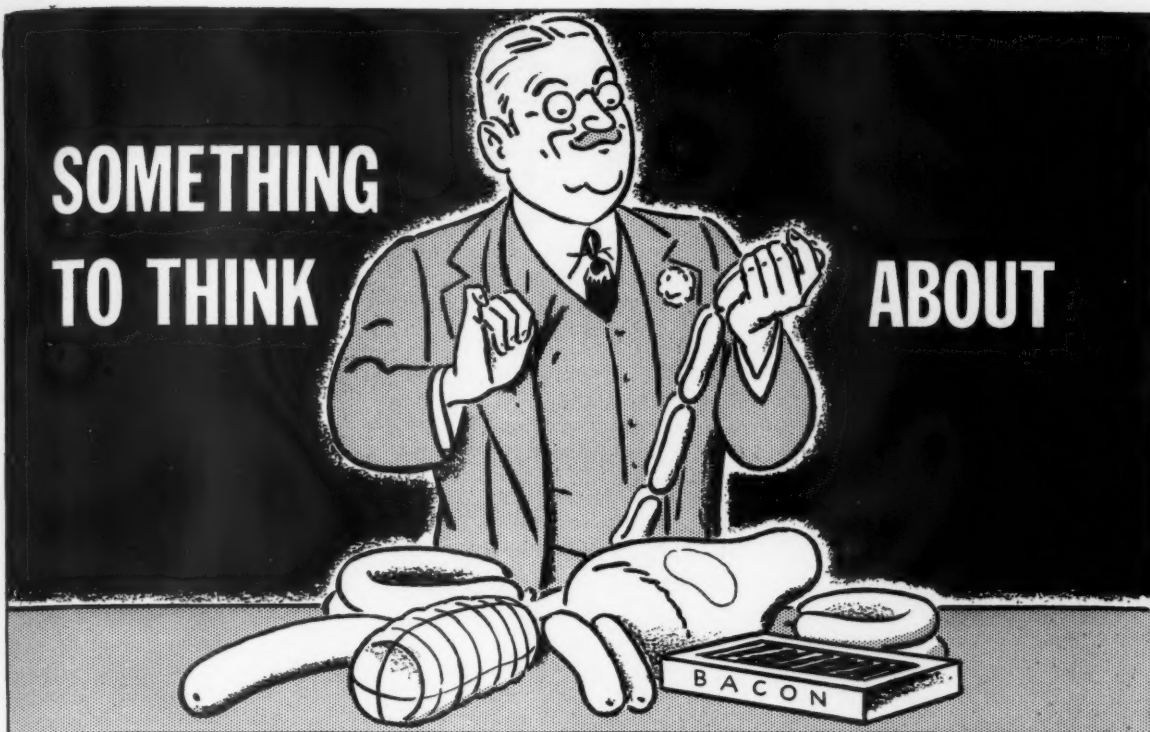
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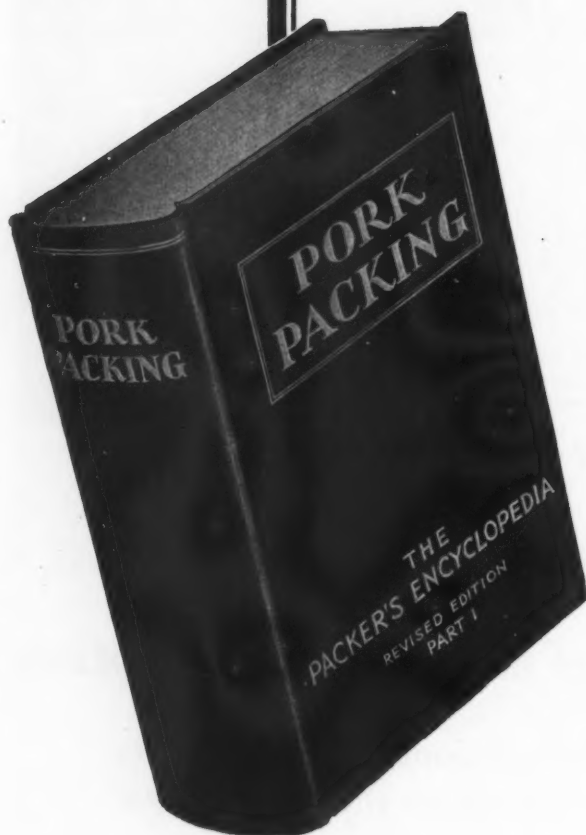
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THE NATIONAL PROVISIONER

407 South Dearborn Street

Chicago, Illinois

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Full-drawn poultry in Cellophane fits perfectly into modern retail display plans

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Week Ending October 23, 1937

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Quality • Prompt, intelligent
service • Always the best....
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THE NATIONAL PROVISIONER

OCTOBER 23, 1937

*The Magazine of the Meat
Packing and Allied Industries*

HOLIDAY PACKAGING HELPS MEAT SALES

★ Eye Appeal Has Proved Value of Idea in Christmas Merchandising

OFFERING meat products for sale in colorful wrappers and packages during the holiday season is a comparatively recent practice. It got well under way during the early days of the depression and was intended to encourage meat gift giving at a time when average consumer purchasing power was low and many families were in need of healthful, sustaining foods.

So far as encouraging a greater volume of holiday meat sales was concerned, "dolling up" products in attractive holiday wrappers and packages was a decided success. Sales of meats in gift packages consistently outsold the same meats in everyday dress.

As a result, the use of Christmas wrappers, packages and colorful decorations has become a fixed policy with many packers, and more and more is becoming a necessity for those who wish to get their share of holiday business.

Why Holiday Wraps Sell

The reason for this, of course, is that with so many food products in colorful holiday dress on display

in the retail stores, those meat products in ordinary "work clothes"—no matter how well these may serve during 51 weeks of the year—are at a decided disadvantage during the holiday season so far as display and eye appeal are concerned. Regardless of their merit and popularity with consumers, such products are very likely to be passed by for others which make a more attractive showing and that compare favorably in appeal with other holiday products on display.

It does not alter the situation for the packer to reason that meats do not have much gift appeal,

HAM AND BACON APPEAL

Regular parchment wrappers and over-wraps of printed transparent cellulose for smoked meats. Wilson ham (lower center) has plain colored transparent wrap. Cudahy ham (upper right) is in special Christmas carton. Next at left is a baked ham in plain transparent cellulose wrap. Tinned meats are in plain transparent wrappers.

(Photo Du Pont Cellophane Co.)





GET CONSUMER ATTENTION

Meat products are given added appeal with Christmas printed Visikings. Many attractive and colorful stock designs are available.

- 1.—Left, macaroni and cheese loaf; right, luxury loaf.
- 2.—Boiled ham.

and are not thought of by most housewives as gift possibilities. It is true that without gift wrappings meats do not especially appeal as gifts.

What Induces Gift Buying

To qualify as a gift item, a meat product must suggest itself as such to the housewife. By use of colorful wrappers and packages, printed bands, ties, etc., almost any product can be made to look like a present and to take on new glamour. Quantity of meat purchased during the holiday season to be included in gift food baskets and to be given as separate gift items is considerable. And when housewives select meats for gifts those which have the gift appeal get the breaks.

There is another side to this practice of using special wrappers and packages for meats during the Christmas season—one that many packers may not fully appreciate. This is that when purchasing meats for her own table during the Christmas season the housewife shows

decided preference for those products in holiday dress.

Helps to Maintain Volume

This is not surprising. Community Christmas trees, Santa Claus on the corner, store decorations, elaborate displays of Christmas gift merchandise in bright wrappers and containers—all these aid in building up holiday atmosphere and making everyone holiday-conscious. And the regular meat package—no matter how attractive it may be at other seasons of the year—is likely to appear dull and commonplace in comparison, and to lose sales appeal in proportion to the extent to which

holiday wrappers and packages are used for competing products.

The same appeals in Christmas packages which induce the housewife to purchase meats inclosed in them also influence dealers' purchases. So, even if a packer is not interested in getting his share of meat gift purchases, there are other important reasons why he needs to give serious attention to holiday merchandising if he wants to prevent a considerable drop in his December sales volume.

Easy to Prepare

The time is getting short in which to plan and have produced special designs



FOR CHRISTMAS BREAKFAST

- 1.—Dold pork sausage in die-cut carton and printed transparent wrap.
- 2.—Swift pork sausage in regular carton and printed transparent wrap.
- 3.—Dold sliced bacon in special Christmas package with plain transparent wrap.

of holiday wrappers and packages. This need not prevent any packer from offering his trade meats for the holiday season in colorful, eye-appealing wraps and packages. The task of preparing to package meats for the Christmas trade is now a comparatively simple matter, thanks to manufacturers and suppliers of wrapping and packaging materials and accessories.

Special designs of wrappers and cartons may be had by those who desire them. But there is today available out of stock such a large variety of all kinds of special holiday packaging material and accessories, through combinations of which so many striking effects can be obtained, that many meat merchandisers feel there is now no need for individualized designs.

Stock Designs Available

Nor does a packer need to fear that his products in stock designs of wrap-



PARCHMENT AND CELLULOSE

Combination used for hams by Lake Erie Provision Co. Printed cellulose over regular parchment wrapper. Outer wrap by Sylvania Industrial Corp., printed by Daniels Mfg. Co.

pers and packages will be at a disadvantage in competition with other brands in holiday dress. Combinations of designs of wrappers and packages, and the great variety of color and design of accessories and package decorations available, are almost unlimited, reducing to a minimum the possibility of duplication as between firms.

The meat merchandiser's problem, therefore, is not one of designing an attractive wrapper or container, but rather of choosing and combining avail-

LOAVES IN CHRISTMAS DRESS

LEFT TO RIGHT—Felin I-X-L loaf, Fink boiled ham and Sugardale smoked ham—all in "Tee-Pak" casings. Felin casing printed in orange and blue, Fink in red and green and Sugardale in blue and red.

able materials to secure the most outstanding display.

Christmas Packaging Supplies

Popular materials used by packers to dress up meats for Christmas sale include the following:

PARCHMENT.—Plain and printed.

TRANSPARENT CELLULOSE.—Clear, colored and printed.

MANUFACTURED CASINGS.—Special holiday designs.

CARTONS.—Printed.

BANDS.—Printed parchment and transparent cellulose.

STRINGS.—Fiber and transparent cellulose; round and flat; colored and printed.

FIBER CUPS.—Printed.

LABELS.—Company standard and special.

SHIPPING CONTAINERS.—Colored and printed.

Two or more of these various wrapping and packaging materials may be combined to get unusual and eye-appealing results. Some common practices are mentioned here. It will be noted that combinations of parchment and transparent cellulose and of cartons and cellulose are popular.

Parchment Combination

Used most frequently, perhaps—particularly for hams, sides of bacon, etc.—are regular parchment wraps, with overwraps of transparent cellulose printed in holiday designs.

This type of package is very attractive, and possesses the added advantage that rewrapping of products not sold during the Christmas season is unnecessary. The transparent wrapper merely is removed, without disturbing the standard wrapper. Additional eye appeal may be given to products packaged in this manner by tying the outer wrap with a colored string or ribbon.



CHRISTMAS SALAMI

Wrapped in parchment with printed Cellophane overwrap.

Parchment and Cellulose Used

A great variety of holiday stock designs of printed transparent cellulose wrappers is available, and the packer should have little trouble selecting one that can be used advantageously with his regular parchment wrapper. Colors on both cellulose and parchment must be considered, of course, so as to secure harmony, and size of design on the overwrap is selected so that it will not





SIMPLIFIES CHRISTMAS PACKAGING

One of the many attractive printed Cellophane designs available to meat packers for Christmas meat packaging.

unduly obscure the label design on the parchment underwrap.

Another combination of parchment and cellulose frequently seen during the holiday season is an underwrap of printed parchment and an overwrap of clear cellulose. Invariably in such cases the overwrap is secured in place with a colored string or band. Result is often very pleasing.

A plain parchment underwrap and a printed transparent cellulose overwrap are also popular. In this case, of course, firm and brand names appear on the transparent wrap. Some packers prefer this type of wrapping, because neither firm name nor trade mark are obscured and all colors are of equal brightness. If there is any disadvantage in this combination of wrappers it is that meat not sold during the holidays may have to be rewrapped.

Colored ties can also be used to advantage with this combination of parchment and transparent cellulose.

Carton Combinations

Single wraps of both parchment and transparent cellulose printed in holiday designs are used, and sometimes only a wrap of clear transparent cellulose is used. In this latter case the holiday atmosphere is secured with a printed label under the wrap.

Clear colored cellulose used over the regular label, and held in place with a tie of colored cellulose or fiber ribbon, makes an eye-catching package.

Use of colorful Christmas cards under wraps of both clear and printed cellulose has possibilities for attractive and unusual results. These cards, in combination with cellulose, are often used for cartons. Design on the cellulose should be such that the card is not obscured by the printing, and the card usually is placed in position on the carton so as not to blank out any important details of printing on the carton.

Bright Colors and Designs

Each year for several seasons parchment manufacturers have been producing special Christmas wrappers with much eye appeal. Bright colors and un-

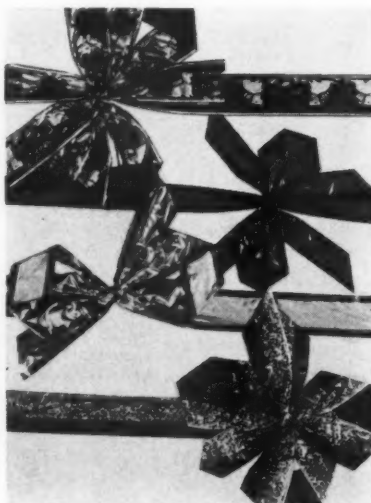
usual designs have been featured, the designs being of much value in themselves in attracting the housewife's eye and reflecting the high quality of the product enclosed.

Many of these stock designs are so planned that the packer's name and trade mark can be imprinted on the wrapper if desired, or a label may be attached.

In combination with clear or printed transparent cellulose, and sometimes colored cellulose—depending on colors of both parchment design and cellulose, printed bands, tags, colored ties, etc.—these holiday parchment wrappers offer many opportunities to secure unusually attractive and appealing packages.

Ribbons, Bands and Cartons

Printed parchment and transparent cellulose bands for use with regular and special wrappers and cartons are being used in increasing quantities each year. They may be had in various designs and



FOR ADDED EYE APPEAL

Ready-tied Cellophane ribbons are available in a large variety of styles and designs for dressing up the Christmas meat package.

sizes, are inexpensive to buy and apply, and are easily removed from packages unsold during the Christmas season. A band popular with packers is 3 1/2 in. wide and 20 in. long.

Strings, ribbons and tapes may be had in an almost endless variety of widths, colors, designs and materials. Used with regular wrappers and cartons they add eye appeal and attention getting value often far in excess of what might be thought possible in view of their small cost.

Fancy cartons for combinations of canned meats, cheese, canned hams, etc.; wrappers of metal foil for smoked meats, and decorated fiber cups offer further possibilities for attractive and distinctive meat packages. Cartons and cups in combinations with printed bands, wraps, ties, etc. can sometimes be made to give outstanding attention-getting results.

For Sausage and Smoked Meats

For dry sausage, smoked meats, meat loaves, etc., there is available an attractive variety of plain and colored cellulose and fibrous casings in stock holiday designs. These are planned with spaces for imprinting packer's name and trade mark if desired. Colorful printing and the natural attractiveness of these cellulose casings combine to produce a Christmas package with exceptional eye and sales appeal. Colored strings and tapes may sometimes be used with these casings to secure greater attention-getting value.

AAA FARMERS GET RAISE

Because fewer farmers participated in the 1937 soil conservation program, those who did take part will receive a larger slice of benefit payments, according to H. R. Tolley, AAA administrator. He stated that added payments would keep the cost of this year's program well within the \$500,000,000 budgeted for it by Congress. Possible savings, however, will apparently not be turned back into the treasury for the benefit of all taxpayers. Maximum rates, equaling 110 per cent of contract provisions, will be paid the 75 per cent of farmers who participated in 1937. The program was based on expectations that approximately 85 per cent of all farmers would join in it.

ENTRIES FOR INTERNATIONAL

Early entries for the 1937 International Live Stock Exposition, to be held at Union Stock Yards, Chicago, November 27 to December 4, are reported to be the heaviest on record. This leads secretary-manager B. H. Heide to believe that this year's show will be the largest ever held. In 1936 animals exhibited totaled 14,623 head. Prizes offered this year in the various fat cattle, hog, sheep and other classes total over \$100,000.

HOLIDAY WRAPS Open New Outlet for MEAT SALES

THE holiday season is the one period when the packer has the opportunity to do business with firms which do not regularly purchase meats in quantity. Many industrial companies make Christmas gifts to their employees. Meat is always appreciated and is universally used. What could be more appropriate, therefore, than meat for gift giving?

One packer who has made a feature of this business for years employs a special solicitor to call on industrial firms. The trick in getting a considerable volume of this business, this packer

in the container.

Christmas gift packages for retail sale have been growing in favor for several years. A smoked ham or a side of bacon often forms the central item of such an assortment. Canned meats, sliced bacon, sausage, butter, cheese, shortening, etc., may be used in the package in any combination the packer desires.

Helps to Move Slow Items

Strangely enough, a gift package containing a number of the less popular products sometimes sells better than



BAKED HAM AND CHEESE

This assortment sold well. Products are nested in shredded Cellophane in special Christmas container. Printed band is used on inside cover to give added eye appeal.

assortments for several years. His gift packages, therefore, always contain chili con carne, some sausage that sells only in small volume in his territory, etc., in addition to some of the more popular products, including pork sausage, sliced bacon, lard, a small summer sausage, lard and canned meats, glass packaged goods, etc.

This packer has also found that inexpensive assortments can be depended on to sell well. An attractive carton, containing five or six different products in 1-lb. packages, nested in shredded colored paper or shredded colored transparent cellulose, moves readily during the Christmas season, he says. Assortments containing six to twelve cans of meat also are popular.

(Continued on page 22.)



POPULAR CHEESE ASSORTMENT

Sunlight glass packed & carton products in a special carton. A plain Cellophane wrap was used.

says, is to have the salesman on the job well before Christmas—before employers have selected any other gift—and to solicit persistently until orders have been secured or it is known positively meat will not be given.

Assortments Popular

Smoked hams have been popular for gifts to employees, but sales of packages containing an assortment of meat products are growing. Usually number and kinds of products contained in an assorted package depends on the amount the employer desires to spend on such a gift, the selection being made by the employer and the salesman. The package invariably contains a greeting card—sometimes printed by the packer—for use by the donor.

Corrugated fiber shipping boxes in colorful Christmas designs—a comparatively recent development—have simplified the packer's task of preparing assorted packages of meat. These containers may be had in various sizes and designs. Shredded colored cellulose is quite often used for nesting the products

assortments made up of popular products. One packer found this out from his experience in merchandising gift



ASSORTMENT FOR HOLIDAY LUNCHES

An assortment of Italian sausage in special carton and plain Cellophane wrap, held in place with colored ribbon.

SAUSAGE *Quality Guarded* by *Product IDENTIFICATION*

PRICE competition within the sausage industry and the substitution tactics of some retailers have often held the upper hand over sausage merchandising programs based on production and sale of quality product.

Identification is recognized as the means of counteracting these adverse influences in the sausage industry. Branded product—carrying the name of the manufacturer not only to the retailer but to the ultimate consumer—is a sure means of protection for any manufacturer.

Methods of Identifying

Tags or bands on small goods and ink brands imprinted with branding irons have been means of identification of product stuffed in natural casings, while artificial casings—imprinted with name of manufacturer and brand of product—have been a marked step forward in product identification.

Recently a new method of permanent and attractive identification of product in either natural or artificial casings has been developed. This is a printed tape inserted in the sausage at the stuffing bench, which can be used on natural casings and which necessitates no previous imprinting on artificial casings. It is said to give satisfaction on what-

ever product is used, and regardless of kind of processing required.

With all the means of identification now available to the sausage manufacturer, there would seem to be little reason for him to produce anything but quality product, since it is sure of being recognized for what it is, and is assured of protection against substitution of inferior product.

Stops Substitution

The fact that one piece of unmarked, unbranded and unlabeled sausage looks just about like another piece—at least in the eyes of consumers and of some retailers—has made it easy for the price cutter to sell “something just as good” at a low price, or for the retailer to use the advantages of an established brand name in passing off inferior product on consumers.

Proper branding now makes it possible to promote the sale of quality sausage on the basis of brand and maker's name, just as coffee, sliced bacon, canned fruit and other packaged trade marked food products are merchandised today. The practice of sausage identification permits the building of consumer demand for definite products with definite names which are made by a definite manufacturer. It eliminates the disadvantages of “anonymous” merchandising which have troubled sausage processors for many years.

New Method Is a Novelty

The newest method of sausage identification employs a special paper tape—known as Rite-O-Inserts—which is inserted between the meat and casing during stuffing.

The tape, imprinted with the sausage processor's brand, name and establishment number, runs along the whole length of the sausage, and provides a means by which the consumer can easily and quickly determine identity of the whole sausage or any part which is offered to her in the retail store. This tape was developed and patented by Identification, Inc., Chicago.

Printing on the tape is clearly legible through either natural or artificial casings. In the case of the latter, it is pointed out that use of the tape will eliminate need for large inventories of printed casings. Printed tape may be used in several sizes of casings. The tape can be stored indefinitely; it can be put aside for a time and used later.

Tape Shrinks With Meat

These new Rite-O-Inserts are available in varying widths and printed in several colors. A roll of the tape is 850 ft. long and will identify about 500 pieces of sausage 20 to 22-in. length. It is



How NEW METHOD Works

1. **BEGINNING STUFFING.**—Tape rack and roll of identifying tape mounted on sausage stuffer. Artificial casing in place on special stuffing horn through which meat and tape feed.

2. **STUFF AS USUAL.**—Meat carries tape into casing without special attention from operator.

3. **PINCHING OFF TAPE.**—Operator cuts off valve and places left thumb on exposed tape at muzzle of stuffing horn, pinching off tape simultaneously with beginning of right arm movement in which product is handed to tier.

4. **READY FOR TYING.**—Stuffed sausage ready for tying, smoking or other processing, at end of which printed identification will stand out as boldly as in illustration of finished product. End of unused tape at muzzle of stuffing horn is ready for identification of next sausage.

5. **SAUSAGE WITH A NAME.**—Smoked sausage in natural casings identified with new tape. (Photos by THE NATIONAL PROVISIONER.)

made of a special type of paper not adversely affected by any process used in making sausage—such as smoking, cooking, steaming or drying. The tape shrinks or expands with the sausage meat, but there is no distortion of the printing in processing or in stuffing casing to full capacity.

The substance of the tape itself disappears in processing, and only the printing is visible after smoking. The smoking process and the presence of fat in the sausage bring about this change—in which light letters on the tape, such as white and yellow, become wholly visible and dark printing is brought out more boldly. Tape on which printing is primarily light colored is especially suitable for dark or smoked sausage.

Casings and Products

This method is now applicable to middles, sewed middles, straight bungs and rounds and corresponding sizes of artificial casings, and it is expected that it will soon be adapted to other types and sizes of casings. Among the products on which it is being used at present are cervelat, summer sausage, straight bologna, ring bologna, cooked salami, souse, baked loaves, spiced ham, pork patties and hamburger.

Different phases in the operation of stuffing meat and tape into the casing are shown in the accompanying illustrations, photographed in the plant of Wm. Davies Co., Chicago, where the process is now being used.

Method of Operation

A roll of the tape is placed in a holder mounted on the stuffer. Tape feeds from roll to a special stuffing horn, in which it runs through a separate channel and does not come in contact with meat until it reaches muzzle of horn. Flow of meat into casing carries tape with it, pressing the paper flat against inside of upper wall of container.

At the start loose end of tape hangs down over meat at muzzle of stuffing horn. Stuffer valve is then opened and meat carries tape into tied end of casing. Tape feeds into casing from horn without special attention from the stuffer until final operation.

As casing nears end of horn, operator cuts off flow of meat with his left hand. He brings his left thumb down on shield at end of horn where tape is exposed, pinching off tape simultaneously with beginning of sweep of his right arm, which ends in handing the product to the tier.

Normal Stuffing Speed

The operation requires the use of operator's left hand only during the normal lag when sausage is being removed from horn and handed to tier. The stuffer puts another casing on horn immediately after stuffed sausage has left his hands.

Cost of applying the new identifying tape consists mostly of labor necessary for changing rolls of tape, putting on special stuffing horn and rack on which



TASTE TEST FOR SAUSAGE QUALITY

Forsyth Packing Co., Maryville, Mo., are proud of their franks and meat loaves, and do not hesitate to bring in discriminating youngsters to test them right where they are made. Here Messrs. Forsyth and Glasser are seen entertaining such a group, assisted by Phil Hantover, Independent Casing Co.

the tape roll is mounted. It is said that when operator has become accustomed to use of tape there is no loss of speed in stuffing.

The new tape and method of inserting it in casings will be demonstrated in the exhibit section at the convention of the Institute of American Meat Packers in Chicago from October 22 to 26. John Popovich, sausage foreman of William Davies Co., Inc., Chicago, will make the stuffing demonstrations for visitors at the convention.

SAUSAGE QUALITY CAMPAIGN

Outdoor advertising, radio broadcasts and consumer recognition labels are being used by the Michigan Sausage Manufacturers' Association to enlist public interest and support in its campaign to uphold quality sausage standards.

The association has advised the public through billboards and radio advertising to eat quality sausage products. Members of the association use an emblem (shown here) on their packages, cartons and labels attached to sausage products to guarantee purity of the sausage. This emblem is reproduced in other advertising so that the consumer will always recognize it as a guide to quality sausage.

The association is now preparing a consumer booklet called "Your Sausage Dictionary," which will contain information on and illustrations of various kinds of sausage.

Officers of the association are: president: Max Gordon, Gordons' All Pork Products Co.; vice president Karl Pfahler, Pfahler Packing Co.; secretary Stephen Kowalski, Kowalski Co., Inc.; treasurer, Eugene Jackiewicz, Jackiewicz Bros.; directors: J. Scarpace, Henry Ehms Inc.; Gust Hamel, Hamel Bros. Co., Inc.; David Kelley, Kelley & Co.; Ernest Orling, Orling Bros., and Walter Przybysz, Sam & Walter Provision Co., all of Detroit, and Albert Koegel, A. Koegel & Co., Flint, Mich.

Glazier Packing Co., Malone, N. Y., is erecting a 9 x 36 ft. addition to house a sausage manufacturing department. Air conditioning units will be installed in plant coolers. In the spring the company plans to add an additional 20 x 26 ft. cooler and make other improvements.

ADDS SAUSAGE DEPARTMENT

Glazier Packing Co., Malone, N. Y., is erecting a 9 x 36 ft. addition to house a sausage manufacturing department. Air conditioning units will be installed in plant coolers. In the spring the company plans to add an additional 20 x 26 ft. cooler and make other improvements.



CONSUMERS' QUALITY GUIDE

Emblem used by members of Michigan Sausage Manufacturers' Association on their sausage so consumers can recognize quality products advertised on billboards and over the radio.

RENDERING *Improvement*

Fat and Protein Yields Greater by New Method

By JOHN J. DUPPS, Jr.

HIGH fat content in animal feeds used to be considered essential for rapid livestock gains at low feeding cost. Recent feeding experiments at state universities and experimental stations have disproved this, however.



Today it is generally recognized that a high fat content is not desirable. Many feed mills and mixers, as a result, now specify meat scraps with not over 6 per cent fat.

They prefer material with a fat content running as low as 3 per cent.

Aim for Low Fat Content

Grease and tallow at the time this is being written are worth from 5c to 8c lb. Meat scraps and tankage are selling at from 1½c to 3c lb. There is every incentive, therefore, for the packer and renderer to produce tankage and meat scraps with a low fat content.

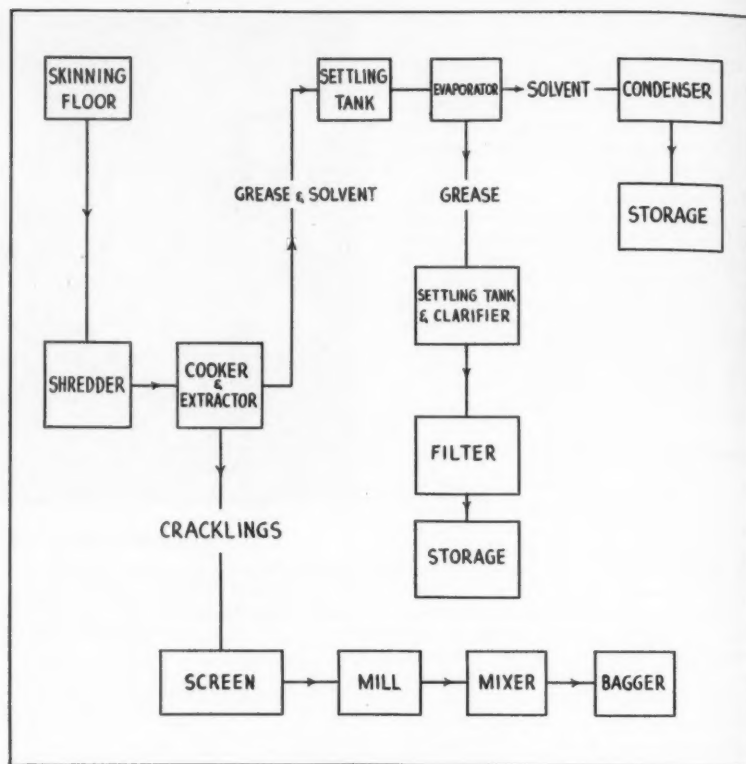
Tankage and meat scraps are sold on their protein and ammonia value. The higher the fat content the lower the protein. An average packinghouse crackling made from beef and hog offal and pressed in a hydraulic press or expeller might show 46 per cent protein and 12 per cent fat. This same material produced by solvent extraction, in equipment recently developed, has analyzed 51.5 per cent protein and 3 per cent fat.

Before considering solvent extraction methods and equipment, let us examine the dollar and cents possibilities for the packer or renderer in higher protein and lower fat contents of tankage and meat scraps.

Comparative Tests

To determine this a test was made recently on a ton of high-grade meat scraps produced in an Indiana meat packing plant from beef and hog offal. Material tested 46 per cent protein and 12.88 per cent fat.

This grade of material on today's market is worth 70c per unit, or \$32.20 per ton. To determine gain in revenue possible through better grease extraction this material was treated in the



FLOW CHART FOR SOLVENT RENDERING PLANT

Showing various operations in producing cracklings with a high protein and low grease content.

new solvent extraction system. Crackling yield was 1,796 lbs.; grease yield, 204 lbs. Results of the test were as follows:

SOLVENT RENDERING GAIN.

1,796 lbs. cracklings, 51% protein @ 70c....	\$32.06
204 lbs. grease @ 6c.....	12.24
	<hr/> \$44.30
Cost of labor, power, steam, overhead, etc....	4.00
Yield by new method.....	\$40.30
Yield by old method.....	32.20
ADDITIONAL NET, per ton.....	\$ 8.10

Extra Profits

This sum of \$8.10 represents the extra profit a renderer with a solvent extraction system could make by treating this packer's meat scraps. Had the packer himself produced the material by solvent extraction, his additional revenue would have been \$1.50 greater, or \$9.60 per ton, because cost of pressing would have been eliminated.

These figures are conservative, and as the product tested is typical of that made in probably a majority of the meat packing plants, this test may be used by packers as a basis from which to calculate with reasonable closeness just what solvent rendering would mean to them in the way of increased revenue.

How solvent rendering might increase profits for the industry as a whole may be visualized from the results of a survey of Ohio rendering plants. A study of the material produced by 50 of these

plants during 1936 showed an average fat content of 11.11 per cent. Sales of meat scrap and tankage in the state for the year were approximately 250,000 tons.

For economical and practical reasons, as mentioned previously, it is most desirable to reduce the fat content to about 3 per cent in the extracted material. Cost for this extraction—including labor, steam power, depreciation and maintenance, interest on investment, etc.—will be about \$4.00 per ton of finished material.

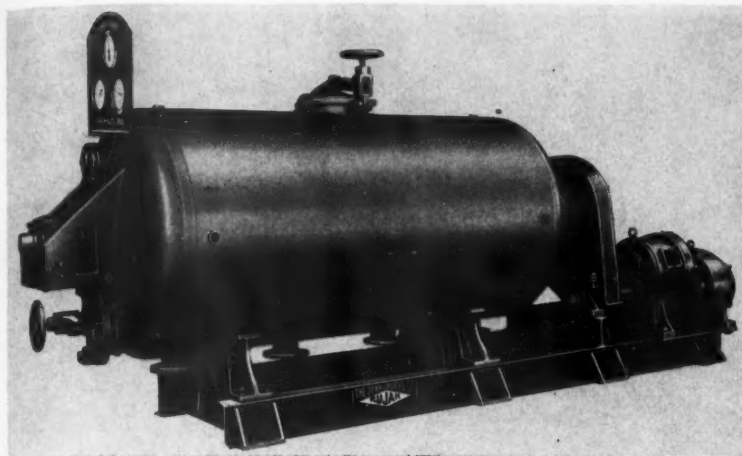
These costs are affected very little by the percentage of fat in the material to be extracted.

Million and a Half Gain

If the 250,000 tons of material containing 11.11 per cent of fat had been extracted down to 3 per cent fat, yield of fat would have been 174 lbs. per ton, or a total of 43,500,000 lbs. Assuming a value of 6c lb. for this fat, return per ton from the extraction would have been \$10.44. Value of protein would not have been changed. Though weight of material after extraction is lower, protein percentage rises in proportion, since the protein is not affected in the extraction.

Net profit from the extraction, therefore, would be \$10.44 less \$4.00, or \$6.44 per ton. For Ohio alone this represents a clear profit of \$1,610,000.

These figures show only the profit



COOKER AND EXTRACTOR

Material is cooked in regular manner, after which solvent is added and grease absorbed. Solution of grease and solvent is then drained out of machine and cracklings are deodorized with steam, after which they are ready for screening and bagging. (Fig. 1.)

available from extraction after the fat had been removed by a hydraulic or mechanical press. Had the material been solvent extracted after cooking, eliminating a handling and operating cost, the net profit would have been considerably higher. Maximum economy would result if each plant would cook and solvent extract.

Evolution of Rendering

In the March 24, 1923, issue of THE NATIONAL PROVISIONER I described the evolution of the tank house from its inception to the present time. Although at that time practically all meat packing and rendering plants were using the wet system with evaporators, I predicted that dry rendering would be generally accepted by the industry.

In that article I also mentioned the old solvent extraction method, which was not generally accepted because of high cost of operation and maintenance. Another objection was that the finished product carried the odor of the solvent, as proper solvents were not available until recently.

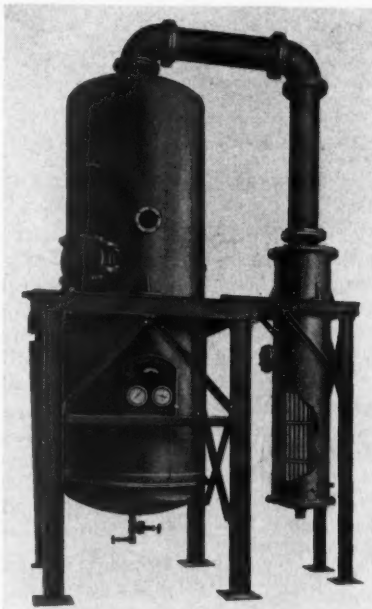
Developments in chemical and metallurgical engineering have overcome these objections. As a result we are today consuming many products produced wholly or in part by solvent extraction. These include soya bean meal, corn meal, etc. Edible oils and many other foods and medicines—including corn oil, insulin, lecithin, gland extracts, etc.—are produced in solvent extraction systems.

New Solvent Method

The new solvent rendering equipment* referred to in this discussion is designed to recover grease and tallow from dry rendered material. A cooker and extractor (Fig. 1) receives the material to

be rendered and the rendering operation is carried on in much the same manner as in a dry melter. Instead of discharging the rendered material into a percolator, however, it remains in the cooker-extractor, into which the solvent is pumped.

This solvent absorbs the free grease and the major portion of the grease or tallow in the cracklings. The resulting solution, consisting of grease and solvent, is then drawn from the cooker-



EVAPORATOR AND CONDENSER

In which solvent is distilled from grease and condensed for re-use. Grease is steam-treated to remove last traces of solvent, drawn off and clarified and filtered. (Fig. 2.)

extractor into settling tanks, the cooker-extractor is placed under vacuum and live steam admitted into interior of the unit. This eliminates final traces of solvent from the cracklings and imparts a bright, light color to them.

Finished cracklings are then discharged directly onto a conveyor, which carries them to the separating screen. No percolator or press is required. About 50 per cent of the cracklings pass through the screen and are discharged into the grinder. After passing through the grinder cracklings are again passed over the screen, from whence they are conveyed to the mixer and bagged.

Separating Grease and Solvent

From the settling tank the solvent and grease solution is drawn into an evaporator unit (Fig. 2) in which the solvent is vaporized, the grease settling to bottom of still. The solvent vapor passes out of top of still into a tube condenser, where it is liquefied, the liquid flowing into a separating tank and finally back into the storage tank, where it is held for re-use.

Grease remaining in bottom of still after solvent has been evaporated is thoroughly treated with live steam, to remove all traces of solvent, and is then pumped into a grease settling tank. After settling it is drawn off into a clarifying kettle, from which point it is pumped through a filter press into a grease storage tank ready for shipment.

Many meat packing and rendering plants are equipped with adequate cooking facilities and presumably might be interested only in fat extraction by the solvent method. In such cases arrangements can be made for discharging the cracklings and grease from the cookers onto a conveyor and conveying them to an extractor.

Solvent Loss Small

The extractor shown will handle 8,000 lbs. of cracklings per batch. From three to five hours per cycle of operations are required, including loading, extracting, deodorizing, sterilizing and discharging the cooker. In other words, a one-extractor unit, operated three 8-hour shifts per day, will handle from 15 to 16 tons of material.

Solvent loss is approximately 2 gals. per ton of material. Cost of solvent is about 10c to 12c per gallon. In a properly equipped plant only one man is required in the extraction department. In other words, three men with one extractor, one evaporator and one condenser can operate continuously at the rate of 15 to 16 tons per day. Where capacity requirements are greater, additional extractors are used, and the capacities of the evaporator and condenser are increased accordingly.

A 40 h.p. boiler operated at 100 lbs. pressure will supply the steam required by the plant described. Vacuum and grease pumps are steam-driven. These are operated at 5 to 10 lbs. back pres-

(Continued on page 42.)

*Manufactured by the John J. Dupps Co., Cincinnati, O. Patent applied for.

THE *New* INTERNATIONAL PICK-UP TRUCKS

IN 3 SIZES



The ALL-STEEL CAB
is a feature in every new International. The one-piece top, the sides, the back and cowl panels, are welded into the complete cab frame. Rubber mountings wherever cushioning is needed. This is the roomy, well-appointed de luxe cab.

½-Ton Model D-2 ¾- to 1-Ton Model D-15

The International ½-ton Model D-2 comes in two wheelbase lengths, 113 and 125 inches; inside body 76 and 88 inches long. The ¾- to 1-ton Model D-15, wheelbase 130 inches; inside body 102 inches long.

● An unusual choice is offered the light truck user in the Half-Ton to One-Ton range in the new International line. There are wheelbase lengths and body dimensions to fit all light hauling requirements. And it is that way throughout the entire International line. No matter what the load, there is always an International built to fit the job, exactly.

International Harvester engineers worked for months to develop these trucks—a quality line of Internationals completely new in engineering and exterior design. The men who design and build and test them took all the time that this kind of a job requires and put into it all the experience that Harvester has gathered in more than thirty years of truck manufacture. And now months of actual service in every kind of job imaginable testify to

a new high accomplishment in truck construction and a new low cost in truck operation.

Every one of these new Internationals, from the modern Half-Ton streamline trucks to the powerful six-wheel units that are licking the toughest trucking conditions in the world, is *all-truck* throughout as all Internationals have always been.

From the very day a new International goes on the job you can expect greater earnings on every load it hauls. See these trucks now at the nearest International branch or dealer showroom. The right chassis and right body for every hauling problem. Ask for catalogs of the sizes in which you are interested.

INTERNATIONAL HARVESTER COMPANY
(INCORPORATED)
Harvester Building Chicago, Illinois



INTERNATIONAL TRUCKS

DELIVERY Convenience

Low-Bed Trucks Adapted to Meat Plant Use

WHEN horse-drawn vehicles were in general use for transporting merchandise the low-bed dray was in considerable favor in some sections of the country, notably on the Pacific coast. Designed in Liverpool, England, for work on docks, the low-bed, horse-drawn truck was further developed in California. Its efficiency increased as the loading height was lowered, until 18 in. from the ground to the dray bed became the generally-recognized standard.

When the motor truck began to supplant horse-drawn vehicles in San Francisco advantage of the low-body idea was not overlooked, because of its efficiency when loading and unloading freight. Drayage companies and private users of motor trucks in that city, therefore, have used these low-bed vehicles. Among the latter is the Del Monte Meat Co. One of this firm's latest trucks, a G.M.C., is shown in the accompanying illustration. Floor of body is only 21 in. high.

Meeting Packers' Needs

While the low-bed truck undoubtedly possesses advantages, particularly so far as handling product is concerned, it is not frequently seen in meat plant service. This is not because of any inherent disadvantages in this type of vehicle, packers explain, but merely for the reason that most loading docks are too high, and it would be too expensive to remodel buildings and construct new docks to accommodate them. However, use of low-bed trucks might be considered by packers planning to construct new shipping rooms and loading docks.

The packer who would like to have the loading and unloading advantages of the low-bed truck with his present vehicles of standard height might investigate the power elevator tail gate. In addition to simplifying loading and unloading of heavy, bulky packages, this device also reduces loading and unloading accidents and damage to products, it is claimed.

Lifting to Dock Levels

One type of power-operated tail gate, marketed under the trade name of "La-Tro" by the Lang Industries, Inc., New York City, is shown in the accompanying illustration. It is built into the frame of the truck when the new truck body is constructed, or can easily be installed in an old chassis, being en-



LOADING AND UNLOADING SIMPLIFIED

A low-bed truck used by a California meat packer for general delivery work. Floor of truck body is only 21 in. above pavement.

tirely separate from the truck motor, chassis or body. Power for raising or lowering the tail gate is taken from the truck motor.

Movement one way or the other of a control lever raises or lowers the tail gate to any desired position. This lever may be located at any convenient point on the truck body. When lowered, a positive mechanical lock holds the tail gate flush with the floor of the truck

suggestions which all drivers will find helpful, says a bulletin issued by Chevrolet.

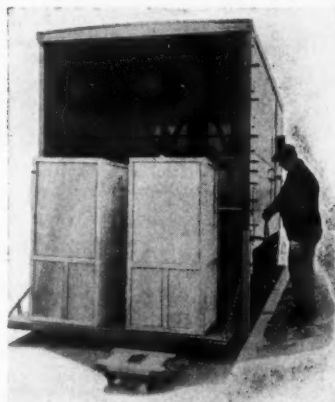
"Remember," says this bulletin, "that the battery has two functions: To operate the starting motor and to furnish the spark. The engine always turns over harder in cold weather, and unless the battery is in good condition there may not be enough current left, while the starter is operating, to provide the necessary spark.

"Operation of the starter places a heavy load on the battery, and so every precaution should be taken to assure the quickest start once the starter is depressed. One way of doing this is to turn the engine over two or three times with the starter before switching on the ignition. This preloads the combustion chambers with gasoline mixture, and the engine usually starts the moment the ignition is turned on.

"The throttle should be opened slightly throughout the operation, but not far enough to make the engine race when it starts.

"In cars with manually-operated choke, it is an easy matter to find the precise point to which the choke should be opened for winter starting. Once the engine is started, close the choke slightly to prevent dilution of crankcase oil through admission of raw gasoline.

"Never under any circumstances should the warm-up process be hurried by racing the engine. The reason for this is that lubricants flow slowly when the engine is cold, and they should have a chance to warm up before the engine is subjected to higher speeds."



MEETS LOADING DOCK LEVELS

Power elevator tail gate simplifies loading and unloading problems, especially at packers' loading docks. Power for raising and lowering is taken from truck motor. Mechanical lock holds tail gate flush with floor of truck.

and prevents sagging. The gate can be stopped or started at any point, and the speed regulated by increasing or decreasing the speed of the truck motor.

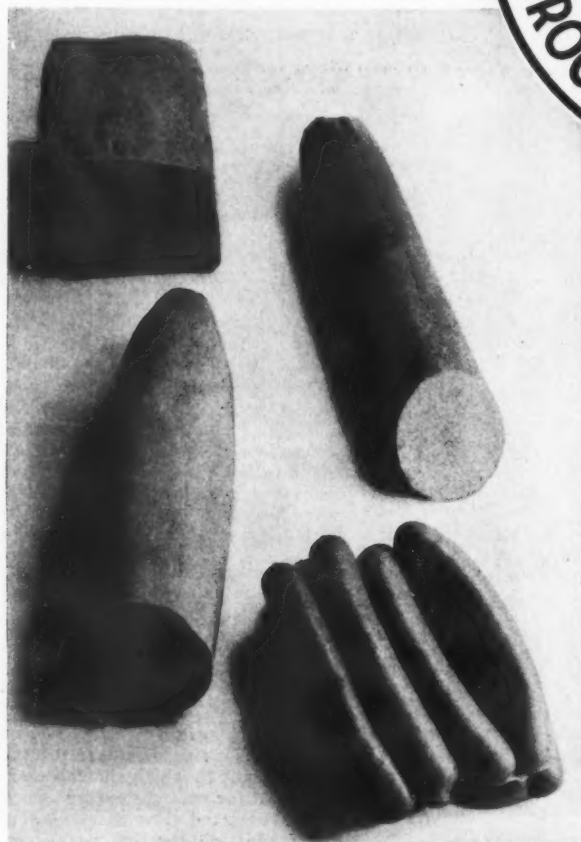
COLD WEATHER STARTING

While proper maintenance of a truck's battery and electrical system will do much to assure quick starting during the colder months, there are also a few

PERISHABLE FREIGHT CASES

National Perishable Freight Committee announces a shippers' public hearing on November 4, at room 308, Union Station building, Chicago, commencing at 10 a. m. Among the subjects to be covered are:

Furnishing heater service at destination; replenishing service on butter, and shippers' instructions.



four

practical reasons why you should use *Packer's Prize* in Sausages, Meat Loaves and Bolognas: Write us for full particulars—Our Service Staff is at your service.

They are all better

WHEN MADE WITH

**PACKER'S
PRIZE**

1. Gives you maximum absorption and binding without dusting.
2. Neutral flavor and color blends perfectly with meat.
3. A starch free protein concentrate of greater food value than sausage meats.
4. Saves money yet improves appearance, texture and eating qualities.

SOLE DISTRIBUTORS

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ROSS & ROWE, INC.

WRIGLEY BLDG.
CHICAGO

PROCESSING *for the trade*

Pork Sausage Flavors

Appetizing flavor in pork sausage is largely dependent on freshness of materials used, speed and care with which they are processed and correct balance in the seasoning blend.

Pork sausage is a special favorite in American homes during the winter months, but some sausage processors fail to solve the big problem of satisfying the customer—with poor sales results. A Midwestern sausage manufacturer writes:

Editor THE NATIONAL PROVISIONER:

Last season we found out—from consumers—one reason why our pork sausage had never achieved sales success. In some cases before our product reached the housewife's skillet it was distinctly old and off flavor. This resulted from a lack of co-ordination between our sausage department, our salesmen and the retailers selling the sausage and has now been cleared up. However, we are not yet satisfied with the seasoning formula used in our product and would like to test out several to see if we can find one which strikes the public fancy. Can you suggest several pork sausage seasoning formulas?

The following formulas may be used as bases for experimenting to determine public preference in pork sausage seasoning.

For each 100 lbs. of meat:

FORMULA NO. 1

2 lbs. salt
7 oz. refined corn sugar
2 oz. nutmeg
1½ oz. Jamaica ginger
1½ oz. rubbed sage
6 to 7 oz. white pepper

FORMULA NO. 2

2 lbs. salt
6 oz. refined corn sugar
3 oz. black pepper
2 oz. Jamaica ginger
1 oz. white pepper

FORMULA NO. 3

2 lbs. salt
6 oz. refined corn sugar
1 oz. mild chili pepper
2 oz. black pepper
3 to 4½ oz. rubbed sage

About ¼ oz. savory and ¼ oz. cardamom may be added to No. 1 and 2 formulas with good results. Some processors prefer to use only white pepper in pork sausage because of the darkening which results from the use of black pepper.

Balanced Seasonings

Even after a suitable seasoning formula is found the sausage manufacturer may have difficulty in compounding the spices in his own plant to secure the desired flavor consistently. Workmen may fail to carry out the formula rigidly.

Or the cleaning up of an old supply of spices and the beginning of a new one may result in two batches of sausage with dissimilar flavors.

Because processors realize the consumer wants tomorrow's sausage to taste like yesterday's, many have adopted the use of ready prepared seasonings or specially prepared seasonings, as manufactured by reputable firms. The flavor imparted to meat by such balanced seasonings is always the same. Moreover, there can be no variations in flavor, such as are produced when a workman adds 3 oz. of one kind of spice to a 200-lb. batch of sausage instead of the 1 oz. the formula calls for.

Seasoning is almost all that distinguishes pork sausage from simple ground meat. The spices, herbs and salt which are used in pork sausage are not put in the product to camouflage it, but to make it delicious and appealing. The best results are secured with high quality fresh seasonings, skilfully blended to appeal to the greatest number of consumers.

What Is Boiled Ham Shrinkage Cost?

Certain costs in making boiled hams vary directly as the value of the product varies.

Chief among these is the cost of shrinkage.

Anyone who figures costs, particularly for the purpose of arriving at selling prices, must keep this factor in mind.

This shrinkage item must be EXPRESSED in cents per pound but must be FIGURED from the value of the raw material used.

THE NATIONAL PROVISIONER has compiled a table to assist the packer in approximating the cost of shrinkage in the production of boiled hams. This gives the different percentages of shrinkages and at different value levels. Subscribers may have this table by filling out and sending in the following coupon, accompanied by a 10c stamp. In large quantities, please write for prices.

The National Provisioner:
Old Colony Bldg., Chicago, Ill.

Please send me reprint on "How to Figure Shrinkage Cost in Making Boiled Hams."

Name

Street

City

Enclosed find a 10c stamp.

DRY CURE CORNED BEEF

An Eastern sausage manufacturer wants to know if corned beef is ever dry cured. He writes:

Editor THE NATIONAL PROVISIONER:

We have heard that dry cured corned beef has somewhat better binding qualities than pickled product. Can you give us a formula and directions for making dry cured corned beef?

The following formula may be used for a dry or box cure for beef:

3 lbs. salt
2¼ lbs. sugar
4 oz. sodium nitrate

These curing ingredients are used for each 100 lbs. of meat. Sprinkle some of mixture over bottom of box or container in which meat is to be cured. Rub each piece thoroughly with mixture and pack tightly in curing container. Sprinkle more of mixture between each of layers and over top. A small amount of sweet second ham pickle, poured on meat before cover is put on container will add to flavor.

Meat so cured is not overhauled during curing and containers are not moved until curing is completed. Thinner pieces are cured in 20 days. The thicker and heavier pieces will require somewhat more time.

WET BRINING HIDES

A Midwestern packer wants to know how hides are cured by the "wet brining" process. He writes:

Editor THE NATIONAL PROVISIONER:

We have heard that there is a method of hide curing known as wet brining. Can you explain this briefly?

In wet brining the hides are thoroughly washed and cleaned, and are then immediately placed in a strong brine for 24 hours. After removal from the brine they are placed in packs, just as in the regular method of curing, but no salt is added.

Advantages of this method of handling are said to be that there is no dirt and blood in brine to increase protein content and make salt alkaline; hide is immediately exposed to curing action of brine, with little chance of bacterial development and hair slips; ratio of weight of skin to weight of brine may be regulated; action of brine can be kept under control and rate of salt diffusion maintained at maximum.

Adoption of this method of handling presents difficulties. Considerable equipment must be installed for soaking, washing and brining. Labor costs are also reported to be higher when wet brining is used. This method of handling is extensively used in South America.



*But Mama Says It
Wasn't Good Last Time!*

**PREVENT THIS WITH A BINDER
THAT'S ALWAYS UNIFORM
GET MORE REPEAT ORDERS—
MORE SAUSAGE PROFITS**

If your sausage is not uniform in quality—if it doesn't taste *exactly* this time just as it did last time—if its appearance varies... you are going to lose business. You can't help it!

Any good sausage maker knows there are enough variables to consider in the manufacture of sausage without having a variable that is unknown in the way of binder flour. Alert sausage manufacturers have come to realize the distinct advantage—yes the necessity—of absolute uniformity in soya flour.

Here is one soya flour you can *count on* being uniform, bag for bag, shipment for shipment. Try it yourself and see. Send for a liberal test sample today.

Be sure to visit us at
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B. Radskin, Inc., New York City



THE GLIDDEN COMPANY

Soya Products Division

5165 MOFFAT STREET
CHICAGO, ILLINOIS

For High Yield and Absolute Uniformity in Sausage

HOLIDAY PACKAGING IDEAS

(Continued from page 18.)

For several years a sausage manufacturer has had much success with an assortment containing the ingredients for an old-fashioned Christmas breakfast, including a pound of pork sausage, a Cellophane bag of pancake flour and a small jar of maple syrup. He uses a special Christmas carton wrapped in printed transparent cellulose.

Another packer puts up two Christmas breakfast specials. One contains a dozen eggs and a 1-lb. package of sliced bacon, the other a dozen eggs and a pound of pork sausage.

Glass containers with applied Christmas designs have much appeal in themselves, and make very attractive containers for some meat products, including sliced dried beef and sliced bacon. They may be used with a wrap of printed transparent cellulose, printed bands of transparent cellulose or parchment or colored strings and ribbons. They are particularly appealing in gift packages of assorted meats.

Popular Meat Assortments

One gift package noted in retail food stores during the holiday season last year contained a smoked butt in a Visking casing printed with a Christmas design, 4 varieties of cheese in 1-lb. packages and a pound of lard. The products were nested in green shredded cellulose in a colorful carton. The only printing on this carton was "MERRY CHRISTMAS." All containers bore their regular labels.

Another assortment reported to have "gone over big" last year contained 5 tin and glass packed meats nested in glassine paper excelsior in a printed corrugated shipping box. The container did remarkably well in attracting consumer attention, it was said, and also effected an economy for the packer by serving both as a shipping and display container.

Consumer Interest

While assortments of meats are usually designed primarily to attract the attention of those who want to give a practical, useful gift, retailers have discovered from conversations with customers that many housewives become interested in these packages not for gifts, but to use in their own homes during this season.

The problem of light lunches and midnight snacks during the holidays is one the gift package of assorted meats solves for the busy housewife, by giving her desirable variety without the bother of selection or waiting for the meats to be sliced and wrapped for her. She appreciates this convenience.

This suggests a sales possibility for assortments of sausage and "ready-to-serve" meats selected with the sole purpose of easing the housewife's burden of holiday lunch preparation. Such an assortment would undoubtedly have much appeal.

LEGAL Pointers

**For the Meat Packing Executive
Who Sets Company Policy**

One Sided Contract

A manufacturer made a contract with a concern whereby it became the sole channel of distribution for certain of the manufacturer's products. Both parties were corporations and the contract provided that it was to be effective as long as both existed. The distributing company was to have the right to end the contract by giving notice to the manufacturer; but the manufacturer was not given the right to end the contract. In a subsequent lawsuit between the two companies, it was urged that the contract was not binding because of this inequality in the rights of the two contracting parties. Dismissing this point, the court said:

"It is argued that the agreement lacked mutuality. This is not so. What is meant is that one party had the privilege of ending the contract on notice while the other did not have the same right. Stated in another way, the obligations of the parties were not commensurate. These parties, both business concerns, agreed upon this element of the contract and it suited them. Certainly we may not say it was unreasonable."

This decision simply states the common sense principle that a business contract may be binding and effective even though it be one sided and seems unduly to favor one of the parties to the contract. (Phoenix Hardware Company vs. Paragon Paint and Varnish Company, 192 Atlantic Reporter, 45.)

LIVESTOCK RATES TO EAST

Interstate Commerce Commission has been asked for a rehearing and reconsideration of its decision on livestock freight rates to the East in Midwest Association of Meat Packers vs. Alton et al. (No. 26593) in which the commission found the rates were not unreasonable. The Midwest Association pointed out in its request for a rehearing that difficulties of central packers have increased since May, 1935, when hearings in the case were first held.

In arguing against the commission's decision, the association contends that shortage of livestock has resulted in more acute competition with Western packers in livestock markets not only in the West but also in Central and Eastern territory; and that imports of meat affect Eastern and Central packers more than the Western packers.

Watch Classified page for good men.

The National Provisioner

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ecutive
olicy

act

tract with
the sole
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U.S. HEAVY DUTY BACON SLICER

★ Perfect, even, clean slices to the very end. The sanitary, concave knife does it—an **EXCLUSIVE U. S. feature.**

★ Thickness of slices can be changed in half a minute by any operator.

★ Spacing and shingling are absolutely uniform.

★ Bacon does not have to be **SHARP** frozen. Room temperature can be as high as 50 or 60 degrees, creating better working conditions, increasing quality and volume of output. Helps

preserve natural bloom and flavor, improves texture and appearance.

★ Increase sales of your brand. Save up to 37% production cost with a U. S. which slices and packages 1500 pounds of bacon per hour.

Also Note—There is another Heavy Duty Slicer for Dried Beef, which produces more than 450 perfect slices per minute—cutting 73 slices to an inch of meat.

DON'T MISS IT !

See the new two-in-one Heavy-Duty Slicer for Bacon and Dried Beef at Booth Nos. 1 and 24A, Institute of American Meat Packers Convention, October 22 to 26, Drake Hotel, Chicago, Ill.

Write for complete data about these modern slicers.

U. S. SLICING MACHINE CO.

LA PORTE, INDIANA

World's Best Slicers Since 1898

Sales and Service Everywhere

Week Ending October 23, 1937

Page 23

TEMPERATURE CONTROL VALVES • SUPPLY VALVES • VENT VALVES • UNIT COOLERS
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FOR THE

Meat

PLANT

TRANE

AIRⁿ

WHATEVER the problem, whatever the specification, whatever the requirement — cooling or heating, comfort or process — Trane products provide the correct, satisfactory, economical solution. Trane has an impressive list of installations in all fields of commerce and industry, backed by fifty years of leadership based on experience and service. Ask Trane First, is a sound suggestion. Seventy Trane offices are at your command.

.... HEATING AND
 AIR CONDITIONING
 TO THE *Nth* DEGREE

THE TRANE COMPANY, 2009 CAMERON AVENUE, LA CROSSE, WIS.
 ALSO THE TRANE COMPANY OF CANADA LTD., TORONTO, ONTARIO

REFRIGERATOR CAR TESTS and Air Conditioning

REFRIGERATOR CAR TESTS

Experiments with overhead bunkers in an effort to develop a more efficient refrigerator car for the transportation of perishable products, using water ice as the refrigerating medium, have been made by the Canadian Pacific R. R. Engineers. Results of these tests have been reported from time to time in THE NATIONAL PROVISIONER.

Recently two carloads—70,000 lbs.—of prime British Columbia frozen salmon made up a 16-day experimental shipment by Canadian Pacific lines and steamer from Vancouver to London, England. Handled to Montreal in eight days, the shipment was transferred to one of the company's refrigerated freighters for the remainder of the trip.

One of the fish carloads was in C. P. 289997, one of the new overhead bunker type of refrigerator cars. The other shipment was made in a standard end bunker car. Much greater efficiency is claimed for the new overhead type cars, advantages being that lower temperatures can be maintained over long hauls, temperatures are evenly maintained on top and bottom and throughout the length of the load, and there is a minimum of re-icing which cuts expense considerably.

The shipment was accompanied by Oscar C. Walker, chief supervisor of perishable traffic, C. P. R., Montreal, who has closely studied refrigeration on Canadian and other foreign railways for the past 27 years. With him was O. C. Young, traffic expert of the fruit branch, Department of Agriculture, Ottawa, who took along elaborate scientific instruments to check variations of temperature.

In the overhead car, eight ice bunkers along the top of the car provide refrigeration, which is forced down by the use of specially-constructed baffle boards,

to the floor of the car and a full circulation of cold air provides stable temperatures over the whole of the load. In the end bunker cars, Mr. Walker states, variation of top and bottom temperatures is necessarily greater. Two cars of the overhead type, Mr. Walker states, were brought out by the C. P. R. last year, and eight additional cars of this type have been placed in service this year.

REFRIGERATED MEAT TRUCKS

Three new refrigerated trucks for delivering fresh and cured meats, sausage, ready-to-serve products, etc. have been added recently to the delivery fleet of the S. S. Logan Co., meat packers, Huntington, W. Va. These units are shown in the accompanying illustration. Bodies for two similar units are now under construction.

New bodies are designed to carry approximately 2 tons of products at temperatures ranging from 40 to 45 degs. F. Water ice is used for refrigeration. Bodies are insulated with 3 in. of Dry-Zero blanket in roof, 2½ in. of the same product in sides and ends and 2 in. of cork in floors.

Each body is equipped with a curb-side loading door 24 in. wide and 50 in. high, and with a rear-end loading door of the same height and 30 in. wide. Shelf runs the entire length of each side. Ice bunker is built across forward end. Walls and ceilings are of redwood and the floor is of oak. Inside dimensions

DELIVERY EFFICIENCY

Bodies of these S. S. Logan Co. trucks are insulated to maintain an inside temperature of 40 to 45 degs. F. with water ice. They have a capacity of 2 tons each.

are: Length, 126 in.; width, 72 in.; height, 65 in. Bodies, mounted on International C-30 chassis, were built by R. H. Gray Body Co., Austin, Minn.

LOW TEMPERATURE RESEARCH

At the low temperature symposium of the American Chemical Society, held recently at Rochester, N. Y., a paper was presented by Dr. Harold T. Gerry of the Massachusetts Institute of Technology. The report was on some quantitative studies of the adsorption of hydrogen and helium on charcoal below liquid air temperatures. From this work can be determined the efficiency of the system which has been proposed, and used a number of times, of obtaining refrigeration by desorption of hydrogen in the region between liquid air temperatures and liquid hydrogen temperatures, and by the desorption of helium in the region between liquid hydrogen temperatures and liquid helium temperatures. The characteristics found are such that its application is of necessity very limited.

A. S. R. E. ANNUAL MEETING

Thirty-third annual meeting of the American Society of Refrigerating Engineers will be held in New York City, January 25 to 27, 1938. The American Society of Heating and Ventilating Engineers will hold a meeting the same week, and a feature will be a joint meeting of the two groups on the afternoon of January 26.

Valuable contributions on the latest practice and improved design in refrigeration will be presented at the two Tuesday sessions, the Wednesday morn-



NOW . . HIGH TEMPERATURE REFRIGERATED BODIES

With a background of many years experience in the building of truck bodies for low temperature applications, for hundreds of satisfied users throughout the United States and abroad, we have now entered the high temperature field.



To this end, plant capacity has been doubled and production "upped." Shortly we shall offer for your approval a line of bodies distinctive in appearance and superior in efficiency — in perfect keeping with the Batavia tradition.

BATAVIA BODY COMPANY BATAVIA, ILLINOIS

ing session, and the closed Thursday morning session. The program committee, under the chairmanship of Gardner Poole, vice-president of the society, has a complete program prepared.

INSTITUTE HONORS POOLE

Gardner Poole, vice president, Frosted Foods Sales Corporation, Boston, Mass., is leaving on October 26 to attend the meeting of the Technical Board of the Institut International du Froid in Paris on November 4. Mr. Poole has been chosen president of the Technical Board, which is a signal honor, as he is the first American to be elevated to a high position in the Institut International du Froid.

REFRIGERATION NOTES

Edinburg Ice & Cold Storage Co. has been incorporated at Elsa, Tex., with capitalization of \$100,000.

J. C. Dugan will erect cold storage locker building at Janesville, Minn.

Carl Christensen is opening cold storage locker plant at St. Joseph, Ore.

Cushing Ice Co., Cushing, Okla., has entered locker storage business with a \$15,000 unit.

Newcomerstown Produce Co., has in-

stalled a 680-locker cold storage unit in a new building at Newcomerstown, O.

Quick freezing plant will be erected by Texas Sea Foods, Inc., Corpus Christi, Tex.

Tom Boy Stores, Inc., is erecting new warehouse at St. Louis, Mo., which will be air conditioned and have storage coolers.

Atlas Warehouse & Cold Storage Co., Green Bay, Wis., has plans for \$40,000 addition.

FINANCIAL NOTES

Quarterly dividend of 25 cents has been declared by Central Cold Storage Co., payable November 15 to shareholders of record on November 5.

Loblau Groceries has declared an extra dividend of 12½ cents on common and payments of 25 cents on A and B stock, all payable December 1 to stockholders of record on November 10.

Indicated profit of Beech-Nut Packing Co. for third quarter of 1937 after estimated federal income taxes and preferred dividends was \$762,991, equal to \$1.74 a common share, against \$1.49 a share in the preceding quarter and \$1.80 a common share in the corresponding 1936 period. Profit for 9 months ended September 30, after taxes and preferred dividends, was equal to \$4.51 a share against \$4.14 a share in 1936.

PACKER AND FOOD STOCKS

Price ranges of listed stock, October 20, 1937, or nearest previous date, compared with a week ago.

	Sales.	High.	Low.	Close.
	Week Ended			
	Oct. 20.	Oct. 20.	Oct. 20.	Oct. 13.
Amal. Leather.	14,200	2%	2	2%
Do. Pfd. . . .	2,000	23	19	23
Amer. H. & L.	30,000	4½	3½	4
Do. Pfd. . . .	1,800	24½	23	24½
Amer. Stores.	4,000	30	29½	30
Armour III.	156,350	7%	6½	7%
Do. Pr. Pfd.	2,000	67	65	66½
Do. Pfd. . . .	200	103	102	100
Do. Del. Pfd.	300	97	97	101
Beechnut Pack.	800	91½	91½	97½
Bohack, H. C.	400	3½	3½	3½
Do. Pfd. . . .	160	15	11	15
Chick. Co. Oil.	6,300	13	12½	12½
Childs Co. . . .	15,900	5%	4½	5%
Cudahy Pack.	2,550	18½	17½	18
First Nat. Strs.	2,900	35	33½	35
Gen. Foods . . .	17,200	32%	31½	32%
Gobel Co. . . .	19,700	2%	1%	2%
Gr. A. & P.				
1st Pfd. . . .	740	76	75	75½
Do. New . . .	175	116%	116%	116%
Hormel, G. A.	200	18	18	17
Hygrade Food.	6,700	2½	1%	2½
Kroger G. & B.	11,600	17	14%	17
Libby McNeill.	16,750	9	7½	9
Mickelberry Co.	5,600	2%	2	2%
M. & H. Pfd.	620	2%	1½	2½
Morrell & Co.	900	25	25	25
Nat. Tea	7,200	4%	3%	4%
Proc. & Gamb.	14,500	49	45½	49
Do. Pr. Pfd.	100	.....	.....	117½
Rath Pack. . .	100	18%	18%	18%
Safeway Strs.	7,700	27	23½	27
Do. 5%	120	83	83	85
Do. 6% Pfd.	70	96	96	97
Do. 7% Pfd.	360	103	101½	103
Stahl Meyer . . .	.....	.....	.....	2%
Swift & Co.	19,900	19	16%	19
Do. Intl. . . .	5,700	27	24½	26½
Trunz Pork . . .	.....	.....	.....	8
U. S. Leather.	9,800	6	5	6
Do. A	12,200	9	7½	8%
Do. Pr. Pfd.	.....	.....	.....	101
Wesson Oil . .	5,500	25	25	27%
Do. Pfd. . . .	700	75	75	75½
Wilson & Co.	47,900	6%	5%	6%
Do. Pfd. . . .	300	57	56%	56%

Have you visited
Room 438
DRAKE HOTEL?

...FRESHNESS...



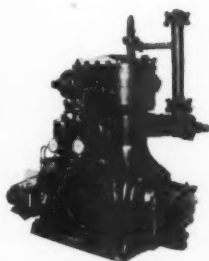
FRAGRANCE . . . TEXTURE . . . COLOR . . .

.. Essential for YOUR Products

.. Attainable with Vilter Air Conditioning

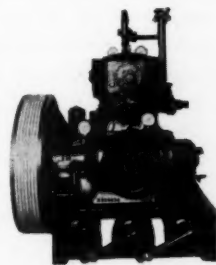
The Quality of YOUR products, represented in their FRESHNESS, Fragrance, Texture and Color, is reflected in no uncertain terms on your Profit Ledger.

Preservation of that essential Quality, the greatest aid to increased sales and satisfied customers,—is a problem that Meat Packers, Sausage Manufacturers and Provision Plants have learned is best solved with Vilter Air Conditioning equipment. Complete plant equipment by Vilter is constant assurance of long life, of efficiency, low maintenance and power costs, year-in-and-year-out trouble free operation,—a credit to your expert judgment.



VILTER COMPRESSORS

The Heart of your Air Conditioning unit, Vilter Compressors have long been famous for record-breaking efficiency at amazingly low operating cost. Let us tell you how you, too, may profit by Vilter Refrigeration and Air Conditioning equipment.



VILTER

Manufacturing Company
2118 South First Street
Milwaukee - Wisconsin

"GAS SAVING? SURE...



AND A LOT MORE POWER, TOO!"

DRIVERS know the difference. They don't like fuel hogs, but they also realize what full-powered motors can mean in getting their loads over the road.

There is a difference too in Standard Automotive Engineering service. There's no sacrifice of power to gain fuel economy. In fact, the scientific methods used for checking and correcting motor inefficiencies insure better operation all along the line—mean increased power, reduced motor maintenance, *plus* greater gasoline economy—all three for the price of one phone call to your local Standard Oil office. Make it today. Ask for the Standard Automotive Engineer. Let him *show* you the difference in methods and in results.



STANDARD OIL COMPANY
(Indiana)
910 South Michigan Avenue • Chicago, Ill.

AUTOMOTIVE ENGINEERING SERVICE
Reduces Cost-per-mile

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STANDARD OIL COMPANY
(Indiana)

This body insulation will last FOR LIFE



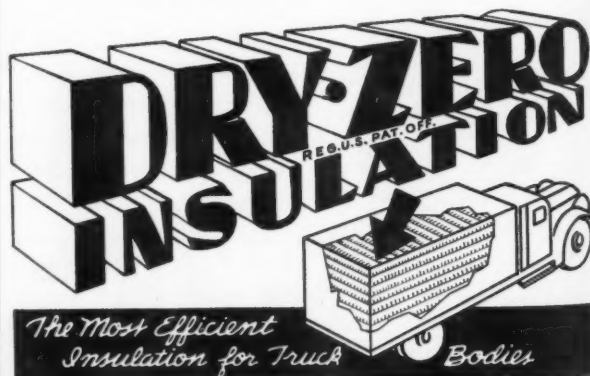
PACKER CHOOSES DRY-ZERO BECAUSE IT'S DURABLE

● "Insulation that performs efficiently until the truck is retired," was the requirement of Albany Packing Co., Albany, N. Y. That is why they chose Dry-Zero, the insulation that outlasts the truck.*

Actual usage and laboratory tests show that Dry-Zero Insulation is permanently efficient. It does not soak up moisture, settle, rot, or disintegrate in any way. Bodybuilders have testified on numerous occasions that they found Dry-Zero Insulation in prime condition after 6 to 10 years' use. This is important testimony from practical experts.

Remember these facts: Dry-Zero Insulation has a heat-stopping efficiency of .24; it is extremely light in weight; it gives you better temperature control, with economy; and it lasts for the full life of your truck.

*Truck body built by Caley & Nash, Inc., Rochester, N. Y.



*The Most Efficient
Insulation for Truck*

Bodies

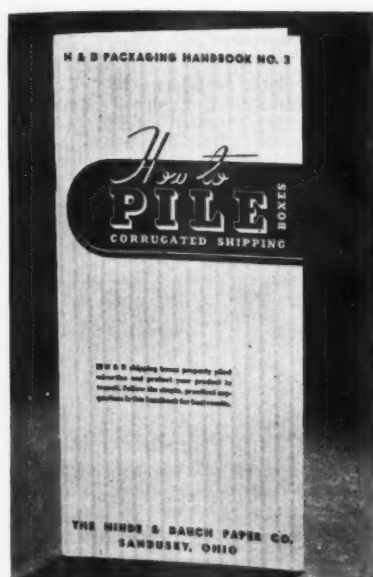
DRY-ZERO CORPORATION
MERCHANDISE MART :: CHICAGO

The National Provisioner

to new machinery, equipment and supplies

PROPERLY PILED BOXES

If you aren't following a few simple rules in piling your shipping boxes, then you're wasting valuable advertising space and running the risk of excessive damage to products—that's the central idea in an interesting booklet, "How To Pile Corrugated Shipping Boxes," issued by Hinde & Dauch Paper Co., Sandusky, Ohio, as No. 3 in a popular series of packaging handbooks.



"How to Pile" tells briefly, but graphically, both how to pile and how not to pile shipping boxes. The handbook is illustrated throughout with line drawings, and emphasizes the importance of locking. It is claimed that comparatively few packers and shippers get the extra protection and advertising value resulting from proper piling of boxes in storage and transit. Copies of the handbook will be mailed on request to interested packers and shippers.

LINK-BELT VICE PRESIDENTS

New vice presidents of Link-Belt Company are William C. Carter and Edward J. Burnell. Mr. Carter, a mechanical engineering graduate of the University of Illinois, joined the Link-Belt organization in 1902 as a draftsman. He has consecutively held the positions of engineering department supervisor, construction superintendent, plant superintendent, plant general

manager, and in recent years has been in charge of company production with headquarters in Chicago. Mr. Burnell, a mechanical engineer from Lehigh University, joined the Link-Belt organization in 1913 as a draftsman. He has consecutively held the positions of salesman at the company's Pittsburgh office, district sales manager at Boston, district sales manager at Pittsburgh, general sales manager of Western division territory and more recently has been general manager of this plant.

TRANSPORTING LIQUIDS

A unit for automatically transporting liquids by means of the displacement principle has been announced by the Morehead Mfg. Co., Detroit, Mich. This device, known as the "Liquivator," consists of a stationary pressure tank to which an operating valve mechanism is externally connected. Counter-weighted displacement tanks within the pressure tank provide the power for valve control through leverage. Since the valve mechanism is separate from the tank, it may be assembled with any sized tank for handling any given volume of liquid. Moreover, the remote control feature of the operating valves permits a variety of applications for special handling problems. Units are available in both metering and non-metering types. Either type can be furnished in a self-contained or a remote control assembly to meet individual requirements. The metering units are said to be dependable within 2% plus or minus.



AUTOMATIC HANDLING

New Trade Literature

Liquid Seasoning (NL 430).—Characteristics and properties of liquid vegetable seasonings—onion, garlic and parsley—described and methods of using them in sausage and ready-to-eat products explained.—Vegetable Juices, Inc.

Conveying Equipment (NL 429).—Vol. 3, No. 1 of the Rex World. Eight pages of interesting illustrations showing how various industries, including meat packing, have solved mechanical handling problems.—Chain Belt Co.

Friction Clutches (NL 427).—A 16-page list-price catalog, No. 1532, on friction clutches. Besides giving sizes, dimensions, weights, horse power ratings and other pertinent tabular data, book devotes two pages to the subject of how to select and order the right clutch for any service.—Link-Belt Co.

Industrial Waste (NL 426).—New edition of 68-page insulation booklet "Barriers to Industrial Waste." This contains a complete and improved table of recommendations to serve as a guide to proper selection of J-M insulations for a wide variety of uses in practically all industries. Describes in detail more than 50 insulations, including a number of new types, for all refrigerated or heated equipment.—Johns-Manville.

Portable Refrigerator (NL 431).—Describes and illustrates portable refrigerated containers with a capacity of 160 cu. ft. for l.c.l. shipments of perishable products. Unit is of light weight and when loaded is easily handled by 2 men.—All Steel Truck Corp.

To obtain information on new trade literature mentioned in THE NATIONAL PROVISIONER, write:

Editor THE NATIONAL PROVISIONER:

Please send, without obligation, publications listed below. (Give key number only):

Nos.

Name

Street

City

Week Ending October 23, 1937

Page 29



Fresh as the hour it was wrapped
—These butts were shipped to the Drake Hotel, unwrapped and examined by Chef Edouard Soulard.

A New Paper!

**"LOOKED LIKE LOCAL CUT LOINS"
... YET SHIPPED FROM THE WEST!**

A leading packer recently made a test shipment of fresh pork wrapped in the new H.P.S. Wet Strength sheet to one of his branch houses in the East. Here is an excerpt of the report he received:

"The meat had the best appearance of any loins received from the West. They looked more like fresh local cut loins. They were dry and the lean meat carried a decidedly brighter and fresher appearance."

Why were the loins dry? Because the paper was *absorbent*; and it permitted the meat to *breathe*. Why were they brighter and fresher? Because they were dry.

The packer's brief report mentions only appearance—but these pictures show added reasons for this paper's preference. It has genuine wet strength, remains intact on the meat, strips off clean, without picking.

Try this. Send out some loins and butts wrapped in your regular paper, along with some wrapped in the new H.P.S. sheet. Examine both shipments at their destination—and let results alone convince you of H.P.S. sheet's startling advantages.

Ask us to send you generous samples for your tests.

H. P. SMITH PAPER COMPANY
1130 WEST 37th STREET, CHICAGO



Up to now most loin papers have fallen apart, giving little protection to the meat. We believe the new H.P.S. sheet will cause packers universally to seriously consider sweeping changes in their pork-wrapping departments and to avoid the use of paper, such as is pictured here, that does not protect.



Wet strength—The assistant rolls the meat out of the paper. There is no picking. Observe strain on the paper as meat is being unwrapped.



Not a tear or hole—Despite rough handling the paper is intact, could easily be used for re-wrapping the butt!

Dry and appetizing—There is no excess moisture on the surface, the meat has excellent color and quality.



PROVISIONS AND LARD

WEEKLY MARKET REVIEW

FUTURES market for lard and hog products backed and filled during the past week but on the whole averaged moderately higher. Trade was active and liquidation was sometimes on an enormous scale with the result that the open interest in lard futures dropped to around 58,000,000 lbs.

Longs were disturbed by security market declines and weakness in the hog market. New buying appeared on the breaks, however, and served to bring substantial rallies.

The market was aided by further sharp reductions in lard stocks and indications that lard supplies were decreasing rapidly. A larger export movement, particularly to England, drew some attention, although fresh foreign demand during the week appeared to be somewhat limited. Gyration in cotton oil influenced lard sentiment but there was some fear that government buying of shortening for relief purposes would operate against lard distribution.

Hog products moved up readily when securities rallied and grains developed more strength. The technical position of lard was regarded as materially strengthened by recent liquidation. Extensive rains in the corn belt, slowing up new crop movement, also came in for some consideration.

Lard Stocks Lower

Chicago lard stocks decreased 11,412,000 lbs. during the first half of October and a further decrease is expected in the last half of the month. Stocks at mid-month were nearly 20,000,000 lbs. under a year ago.

The corn-hog price ratio for the week ended October 9 stood at 14.4 compared with 11.5 the previous week and 9.2 last year.

Receipts of hogs at Western packing points last week totaled 211,300 head against 317,000 the previous week and 362,800 the same week a year ago.

Average price of hogs at Chicago at the outset of the week was \$10.60 against \$10.75 the previous week, \$9.60 a year ago, \$9.92 two years ago and \$5.50 three years ago. Top hogs eased to \$10.35 at midweek compared with \$11.15 the previous week.

The U. S. Department of Agriculture reported this week that slaughter supplies of hogs in the first six months of the new hog marketing year probably will be smaller than a year earlier. Consumer demand for meats in this period may be somewhat weaker than in the fall and winter of 1936-37.

PORK.—Demand was fair and the market steady at New York. Mess was quoted at \$33.25 per barrel and family at \$33.25 per barrel.

LARD.—Demand was fair but the market was irregular at New York: Prime western was quoted at \$10.50@10.60; middle western, \$10.40@10.50; New York City in tierces, 10@10½c; tubs, 11c; refined continent, 11½@11¾c; South America, 11½c; Brazil kegs, 12c, and shortening in carlots, 10½c, smaller lots, 10¾c. Shortening for export made from foreign oils was quoted at 9¼c in carlots and 9½c in smaller lots.

At Chicago, regular lard in round lots was quoted 25c over October; loose lard, 45c over October, and leaf lard, 42½c over October.

(See page 45 for later markets.)

BEEF.—Demand was fair at New York and the market was steady. Family was quoted at \$26.00@27.00 per barrel.

LARD AND GREASE EXPORTS

Exports of lard from New York City, week of October 16, 1937, totaled 833,220 lbs.; greases 345,200 lbs.; stearine, none; tallow none.

PORK FOR PORTO RICO

Porto Rican purchases of pork products and lard during the fiscal year ended June 30, 1937, increased sharply over those of a year ago, says the Porto Rican Trade Council. Pork product shipments from continental United States rose more than 21 per cent in volume and approximately 10 per cent in dollar value over such shipments for the 1935-36 fiscal year, while lard shipments showed gains of 27.5 per cent in physical volume and 22.3 per cent in dollar value. The islanders spent \$2,736,860 for 20,621,367 lbs. of pork products produced in mainland United States during the past fiscal year as against \$2,491,920 for 17,018,856 lbs. during the previous twelve month period. Lard from the mother country cost them \$3,144,179 for 24,295,775 lbs. as against \$2,571,566 for 19,060,753 lbs. during 1936 fiscal year.

CANNED BEEF IMPORTS LESS

Imports of canned beef into the United States during the first six months

PORK IMPORTS *Double* A YEAR AGO

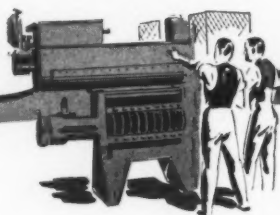
PORK imported into the United States during August, 1937, totaled nearly 7 million pounds—almost double the import of August, 1936. For the eight months ended with August the 1937 import was 53,000,000 lbs., compared with 25,000,000 lbs. in the like period of 1936. This was balanced in part by pork exports of 4,650,000 lbs. in August and a total for the eight months of 40,300,000 lbs.

Beef imports for the month were less than those of a year ago, and for the eight months of 1937 totaled 63,876,000 lbs., compared with 71,365,000 lbs. in the like period of 1936. Export for the eight months period of 1937 and 1936 amounted to only slightly more than 9,000,000 lbs.

Imports and exports for August and the year to date, with comparisons, are reported as follows:

IMPORTS.				
	Aug., 1937.	Aug., 1936.	8 mos., 1937.	8 mos., 1936.
Pork, fresh	2,356,499	1,125,857	16,041,122	8,099,769
Hams, shoulders and bacon	3,745,016	2,217,944	32,491,034	15,108,915
Pork, pickled, salted and other	672,341	229,178	4,182,192	1,770,512
Total pork	6,773,856	3,572,979	52,715,008	24,974,196
Beef, fresh	362,702	254,326	2,534,706	3,055,834
Veal, fresh	9,248	0	108,357	77,375
Beef and veal, pickled or cured	285,216	87,426	1,381,019	1,367,242
Beef, canned	6,841,956	8,938,415	59,906,902	66,864,797
Total beef and veal	7,490,122	9,280,167	63,876,984	71,365,248

EXPORTS.				
	Aug., 1937.	Aug., 1936.	8 mos., 1937.	8 mos., 1936.
Pork:				
Fresh, carcasses	21,764	776	129,930	46,558
Fresh, loins and other	146,668	168,848	2,253,519	1,850,428
Cumberland and Wiltshire sides	1,033	0	41,839	5,207,117
Hams and shoulders	3,187,979	3,642,312	25,584,034	31,787,488
Bacon	209,638	516,379	1,724,536	2,857,781
Pickled	643,694	1,333,905	6,586,596	7,372,775
Canned	420,567	442,976	4,950,560	4,885,598
Total pork	4,631,343	6,105,196	40,271,014	48,507,745
Beef and veal, fresh	417,819	307,481	3,122,832	2,834,990
Beef, cured	562,064	1,368,621	4,011,960	5,295,927
Beef, canned	198,860	113,843	1,919,894	1,261,624
Total beef and veal	1,178,763	1,789,945	9,054,686	9,392,541
Lard	7,199,687	6,119,235	65,974,624	74,620,925
Sausage	202,220	224,335	1,893,862	1,608,805
Sausage ingredients	120,635	139,015	922,731	1,233,838

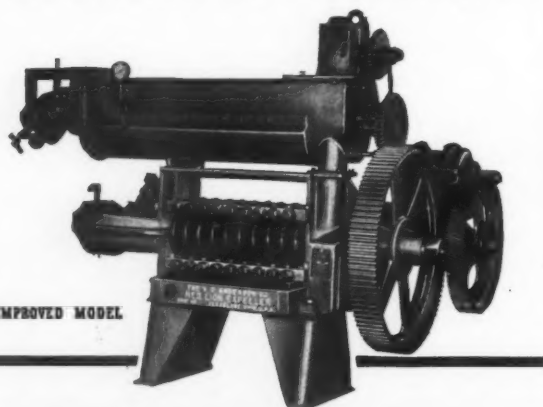


"We are mighty proud of our Red Lion Expeller. You see, ours is a small plant. While we could use a larger Expeller, yet we find that the Red Lion gives us a machine at less investment, handles our capacity nicely, operates at a small upkeep cost, and all in all, it certainly fits into our production scheme 100%.

"Our Red Lion produces from 300 to 500 pounds of pressed cracklings per hour and makes hard pressed Expeller cracklings as economically as any other equipment makes soft pressed cracklings. This Red Lion is a rugged, durable and well built machine."

... and if you have a limited capacity plant, look into the possibility of using a Red Lion. There are two models to select from, the Standard for intermittent work and the Improved Red Lion for continuous operation. Write and let us show you how you can make more profits by the installation of a Red Lion Expeller.

THE V. D. ANDERSON COMPANY
1946 West 96th Street • Cleveland, Ohio



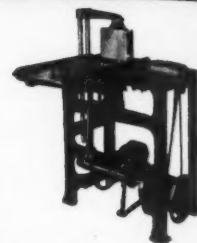
ANDERSON RED LION EXPELLER



PEAK EFFICIENCY
in packaging
with PETERS
Equipment

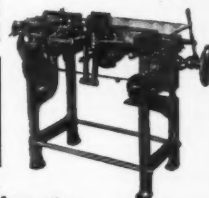
TO SET UP . . .

Lard and Shortening Cartons
This JUNIOR CARTON FORMING AND LINING MACHINE shown above sets up 35-40 cartons per minute, requires only one operator and is adjustable for a wide range of sizes.



TO CLOSE . . .

Lard and Shortening Cartons
This JUNIOR CARTON FOLDING AND CLOSING MACHINE shown below closes 35-40 cartons per minute, requires no operator and is adjustable for a wide range of sizes.



SENIOR Machines for greater production.

Write us to send complete information.

PETERS MACHINERY CO.
4700 Ravenswood Ave. Chicago, Ill.

Have you visited
Room
438
DRAKE HOTEL
?

of 1937 totaled 42,742,000 lbs., compared with an import of 50,423,000 lbs. in the like period of 1936. Imports from Uruguay declined 10,000,000 lbs. and those from the Argentine about 1,000,000 lbs. Imports for each period, with principal country of origin, are reported as follows:

	6 mos. 1937.	6 mos. 1936.
Argentina	19,687,000	20,590,000
Uruguay	18,384,000	28,860,000
Others	4,671,000	973,000
Total	42,742,000	50,423,000

AUGUST MEAT CONSUMPTION

Federally-inspected meats available for consumption in August 1937:

BEEF AND VEAL.		
	Total Consumption, lbs.	Per capita, lbs.
August, 1937.....	472,000,000	3.85
August, 1936.....	528,000,000	4.11
PORK (INC. LARD).		
August, 1937.....	404,000,000	3.12
August, 1936.....	422,000,000	3.28
LAMB AND MUTTON.		
August, 1937.....	58,000,000	.44
August, 1936.....	51,000,000	.40
TOTAL.		
August, 1937.....	934,000,000	7.21
August, 1936.....	1,001,000,000	7.79
LARD.		
August, 1937.....	68,000,000	.51
August, 1936.....	65,000,000	.50

Hog Cut-Out Results

IN KEEPING with practically all markets, both hog and green meat values were lower during the current week and cut-out returns were somewhat better than a week earlier as a consequence.

General weakness in the market for meats of all kinds affected not only the price of green pork products but of cured products as well. When it is recalled that there are very limited quantities of desirable averages of the various cuts on hand the weak sentiment of sellers was something of a surprise. At the same time the fact must not be lost sight of that cured meats now going into consumption were put down from high costing hogs. These two things should make it possible to work cured meats to a price level reasonably representative of their value.

Plentiful supplies of new crop hogs were included in the runs at Chicago during the week with packing sows constituting a very small percentage of the runs. Most good and choice hogs ranging from 190 to 230 lbs. sold at the close of the four-day period between \$10.00 and \$10.25. Heavy butchers of good and choice grade moved at \$9.65 to \$10.10. Practical top was \$10.25 with a few loads moving at \$10.40.

Receipts at the seven principal markets were well above those of a week ago but only about 67 per cent of the

like period a year ago. It will be recalled, however, that the marketings at this time last year were beginning to be heavy owing to the necessity of farmers selling for lack of feed.

Test on this page is worked out on the basis of Chicago costs and credits, based on yields of good hogs of the weights shown.

MEAT IMPORTS AT NEW YORK

For week ended October 16, 1937:

Point of origin.	Commodity.	Amount Lbs.
Argentina—Cooked ham in tins.....		18,815
—Canned corned beef.....		177,480
Canada—Fresh chilled pork cuts.....		18,150
—Smoked bacon		8,107
—Sausage		1,325
—Fresh chilled beef livers.....		816
Denmark—Tinned cooked picnics.....		187,331
—Smoked sausage		2,150
—Tinned liverpaste		375
—Tinned luncheon meat.....		1,872
—S. P. pork cuts.....		4,832
—Smoked pork bellies.....		744
—Cooked sausage		3,065
England—Beef extract in jars.....		1,038
Germany—Smoked ham		535
—Smoked sausage		1,631
Hungary—Cooked ham in tins.....		28,515
Irish Free State—Smoked bacon		3,156
Italy—Smoked sausage		16,875
Lithuania—Fresh frozen pork cuts.....		15,574
New Zealand—Fresh frozen beef cuts.....		283,573
—Fresh frozen calf livers.....		15,038
Norway—Canned meat balls.....		840
Romania—Cooked ham in tins.....		46,339
Poland—Cooked ham in tins.....		426,538
—Fresh frozen pork cuts.....		20,848
—Tinned luncheon meat.....		27,476
—Tinned spiced ham.....		2,016
—Smoked bacon		7,298
Uruguay—Canned corned beef.....		10,890

HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER DAILY MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

	Per Cent live wt.	Price per lb.	Value per cwt. alive	Per Cent live wt.	Price per lb.	Value per cwt. alive	Per Cent live wt.	Price per lb.	Value per cwt. alive
	180-220 lbs.			220-260 lbs.			260-300 lbs.		
Regular hams	14.00	16.3	\$ 2.28	13.70	16.3	\$ 2.23	13.40	15.9	\$ 2.13
Picnics	5.70	15.7	.89	5.40	14.5	.78	5.10	12.3	.62
Boston butts	4.00	19.1	.76	4.00	19.1	.76	4.00	19.1	.76
Loins (blade in).....	9.80	21.3	2.09	9.50	19.9	1.89	9.00	19.0	1.71
Bellies, S. P.....	11.00	18.3	2.01	9.70	18.3	1.78	3.10	18.3	.57
Bellies, D. S.....	.....	.....	....	2.00	13.5	.27	9.40	13.4	1.26
Fat backs.....	1.00	11.0	.11	3.00	12.1	.36	5.00	14.1	.71
Plates and jowls.....	2.50	11.3	.27	2.50	11.3	.27	3.10	11.3	.35
Raw leaf.....	2.10	9.7	.20	2.20	9.7	.21	2.10	9.7	.20
P. S. lard, rend, wt.....	11.30	10.0	1.13	11.10	10.0	1.11	10.20	10.0	1.02
Spareribs	1.60	16.1	.26	1.60	16.1	.26	1.50	16.1	.24
Trimnings	3.00	12.3	.37	2.80	12.3	.34	2.70	12.3	.33
Feet, tails, neckbones.....	2.00	....	.10	2.00	....	.10	2.00	....	.10
Offal and misc.....	.....	....	.45	....	....	.45	....	....	.45
TOTAL YIELD AND VALUE...68.00			\$10.92	69.50		\$10.81	70.50		\$10.45
Cost of hogs per cwt.....		\$10.40			\$10.37			\$10.13	
Condemnation loss .....		.05			.05			.05	
Handling & overhead.....		.68			.62			.57	
TOTAL COST PER CWT ALIVE		\$11.13			\$11.04			\$10.75	
TOTAL VALUE		10.92			10.81			10.45	
Loss per cwt.....		.21			.23			.30	
Loss per hog.....		.42			.55			.84	

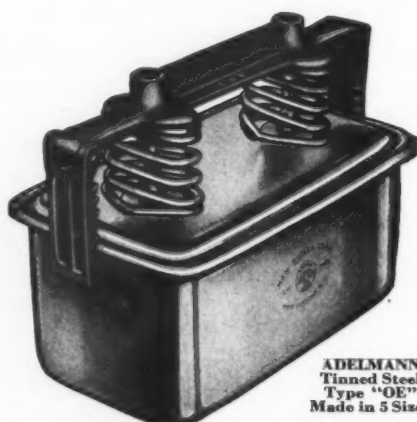
Sturdiness

backed up by Performance

Strong, sturdy ham boilers are a necessity, but they must back up their strength and long life with *results*. Adelmann Ham Boilers do this and more. Throughout their long life they perform efficiently and economically, producing boiled hams of such superior quality that they repay their low cost many times because of decreased costs and the multiplied profits.

The exclusive elliptical yielding springs distribute their steady, even pressure over the entire cover. Cover tilting is eliminated—hams are allowed to expand while cooking. The self-sealing cover insures that the ham will cook in its own juice, greatly increasing quality and flavor.

Adelmann Ham Boilers are made of Cast Aluminum, Tinned Steel, Monel Metal and Nirossta (stainless) Steel. Write for complete details and trade-in schedules today!



ADELMANN
Tinned Steel
Type "OE"
Made in 5 Sizes

No.	Capacity	Length	Width	Depth
1-0-E	8 lbs.	11	5½	4½
2-0-E	10 lbs.	12	6¼	5½
6-0-E	12 lbs.	12¾	6½	5½
02G-E	12 lbs.	12	5½	5½
02X-E	15 lbs.	11	6	5½

ADELMANN—"The Kind Your Ham Makers Prefer"

HAM BOILER CORPORATION

Office and Factory, Port Chester, N. Y.

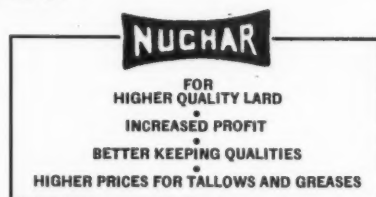
CHICAGO OFFICE: 332 S. MICHIGAN AVE.

European Representatives: R. W. Bollans & Co., 6 Stanley St., Liverpool & 12 Bow Lane, London—Australian and New Zealand Representatives: Gollin & Co., Pty. Ltd., Offices in Principal Cities—Canadian Representatives: C. A. Pemberton & Co., Ltd., 189 Church St., Toronto.

SPARKLING PURE WHITE LARD

economically produced with NUCCHAR

NUCHAR, added to the rendering vessel with sweet pickle and dry salt trimmings, produces a quality sparkling white lard that is sweet, stable and odorless. NUCCHAR absorbs all curing materials, thus preventing off color and flavor. It is not a chemical bleach and will in no way break down or change the natural condition of the fat. NUCCHAR removes impurities and produces tallows and greases that are practically moisture-free. Write for further information about NUCCHAR, the "Modern Purifier."



Write for full information to

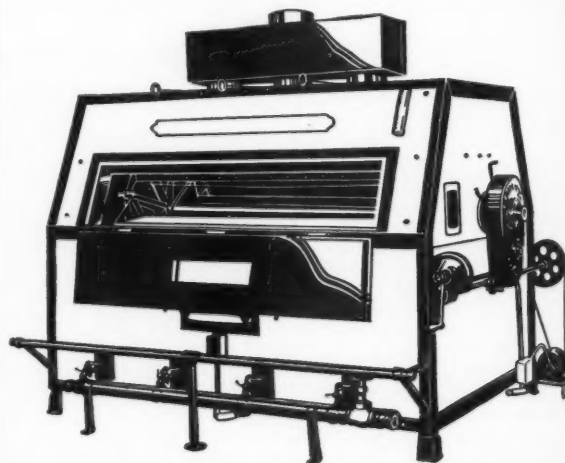
INDUSTRIAL CHEMICAL SALES DIVISION

West Virginia Pulp & Paper Company

230 Park Ave.
NEW YORK, N. Y.

205 W. Wacker Dr.
CHICAGO, ILL.

418 Schofield Bldg.
CLEVELAND, OHIO



UNION STEEL OVENS—BEST FOR MEATS

Send today for full details of the Union Steel oven, made especially for meat packers by the leading Reel oven manufacturer in the bakery field. You have the ingredients and materials—the entree and the market. All you need is a Union Steel Meat Packers' Oven. Write today.

UNION STEEL PRODUCTS COMPANY

575 BERRIEN STREET

ALBION, MICHIGAN

PORK PRODUCTS EXPORTS

Exports of provisions originating in the United States and Canada from Atlantic and Gulf ports:

To	Week ended Oct. 16, 1937.	Week ended Oct. 17, 1936.	Nov. 1, 1937.
United Kingdom	10
Continent	271
Other Countries	281
Total

BACON AND HAM.

	M lbs.	M lbs.	M lbs.
United Kingdom	327	71	97,549
Continent	.....	.....	88
West Indies	.....	2	225
B. N. A. Colonies	.....	.....	20
Other Countries	1	3	18
Total	329	76	97,901

LARD.

	M lbs.	M lbs.	M lbs.
United Kingdom	1,289	251	90,250
Continent	76	76	2,839
Sub. and Ctl. America	154	.....	1,735
West Indies	235	116	5,830
B. N. A. Colonies	.....	.....	187
Other Countries	.....	.....	9
Total	1,754	443	100,800

TOTAL EXPORTS BY PORTS.

From	Pork hbls.	Bacon and Ham M lbs.	Lard M lbs.
New York	192	833
Boston	56
New Orleans	386
Montreal	136	476
Halifax	2	2
Total Week	330	1,754
Previous Week	388	1,871
2 weeks ago	1,037	3,558
Cor. week 1936	76	443

SUMMARY NOV. 1, 1936 to OCT. 16, 1937.

	1936-'37.	1935-'36.
Pork, M lbs.	56	249
Bacon and Ham, M lbs.	97,901	75,881
Lard, M lbs.	100,800	94,671

CURED PORK PRICES

Prices at Chicago, September, 1937, reported by U. S. Dept. of Agriculture:

	Sept. 1937.	Aug. 1937.	Sept. 1936.
Hams, smoked, reg. No. 1—	.....	.....	.....
8-10 lbs. av.	27.95	28.28	25.62
10-12 lbs. av.	27.75	28.00	25.68
12-14 lbs. av.	27.45	27.44	25.70
14-16 lbs. av.	27.20	27.34	25.57
Hams, smoked, reg. No. 2—	.....	.....	.....
8-10 lbs. av.	25.67	25.72	23.92
10-12 lbs. av.	25.67	25.69	23.57
12-14 lbs. av.	25.45	25.69	23.60
14-16 lbs. av.	25.40	25.69	23.55

Hams, smoked, skinned, No. 1—	.....	.....	.....
16-18 lbs. av.	27.45	27.44	26.00
18-20 lbs. av.	26.82	26.84	25.30

Hams, smoked, skinned, No. 2—	.....	.....	.....
16-18 lbs. av.	24.90	24.91	24.05
18-20 lbs. av.	24.26	24.12	23.20

Bacon, smoked, No. 1 dry cure—	.....	.....	.....
6-8 lbs. av.	33.95	32.62	28.72
8-10 lbs. av.	32.95	31.90	28.17

Bacon, smoked, No. 1 S. P. cure—	.....	.....	.....
8-10 lbs. av.	30.63	29.47	24.95
10-12 lbs. av.	30.00	28.94	24.10

Plenics, smoked,	.....	.....	.....
4-8 lbs. av.	23.25	22.78	18.50

Backs, dry salt,	.....	.....	.....
12-14 lbs. av.	17.18	16.81	12.15

Lard:	.....	.....	.....
Refined, h. w. tubs	13.05	13.00	12.48
Substitutes	11.05	12.25	12.80
Refined, 1 lb. cartons	13.30	13.25	12.92

CHICAGO PROVISION MARKETS

REPORTED BY THE NATIONAL PROVISIONER DAILY MARKET SERVICE

FUTURE PRICES

SATURDAY, OCTOBER 16, 1937.

	Open.	High.	Low.	Close.
LARD—	.....	.....	.....	.....
Oct. ... 10.25	10.35	10.25	10.32½	.....
Nov. ...	.....	.....	10.12½b	.....
Dec. ... 9.75	9.92½	9.75	9.82½b	.....
Jan. ... 9.72½-67½	9.90	9.87½	9.80	.....
Mar. ... 9.77½	9.80	9.75	9.80	.....
May ... 9.77½	9.90	9.75	9.82½-90	.....

CLEAR BELLIES—	.....	.....	.....	15.22½ax
Oct. ...	.....	.....	.....	.....

MONDAY, OCTOBER 18, 1937.

LARD—	.....	.....	.....	.....
Oct. ... 10.10-05	10.10	9.95	9.95ax	.....
Nov. ...	.....	.....	9.90ax	.....
Dec. ... 9.80	9.80	9.60	9.60	.....
Jan. ... 9.80	9.80	9.60	9.60	.....
Mar. ... 9.60	.....	.....	9.60	.....
May ... 9.80	9.80	9.62½	9.62½b	.....

CLEAR BELLIES—	.....	.....	.....	14.75ax
Oct. ...	.....	.....	.....	.....

TUESDAY, OCTOBER 19, 1937.

LARD—	.....	.....	.....	.....
Oct. ... 9.47½	9.60	9.47½	9.60	.....
Nov. ... 9.40	9.45	9.40	9.45b	.....
Dec. ... 9.50	9.50	9.25	9.45	.....
Jan. ... 9.40-45b	9.50	9.30	9.40	.....
Mar. ... 9.40-47½	9.47½	9.37½	9.45b	.....
May ... 9.45-37½	9.55	9.37½	9.45	.....

CLEAR BELLIES—	.....	.....	.....	14.25ax
Oct. ...	.....	.....	.....	.....

WEDNESDAY, OCTOBER 20, 1937.

LARD—	.....	.....	.....	.....
Oct. ... 9.70	9.75	9.67½	9.75	.....
Nov. ...	.....	.....	9.62½b	.....
Dec. ... 9.60-70	9.70	9.52½	9.65	.....
Jan. ... 9.65	9.65	9.55	9.65ax	.....
Mar. ... 9.70	.....	.....	9.70ax	.....
May ... 9.60	9.70	9.50	9.70ax	.....

CLEAR BELLIES—	.....	.....	.....	13.87½ax
Oct. ... 14.05	14.05	13.87½	13.87½ax	.....

THURSDAY, OCTOBER 21, 1937.

LARD—	.....	.....	.....	.....
Oct. ... 9.85	9.95	9.67½	9.67½ax	.....
Nov. ... 9.67½	.....	.....	9.67½	.....
Dec. ... 9.80	9.85	9.57½	9.57½ax	.....
Jan. ... 9.70-75	9.80	9.57½	9.57½ax	.....
Mar. ... 9.75	9.80	9.60	9.60ax	.....
May ... 9.75-90	9.90	9.60	9.60b	.....

CLEAR BELLIES—	.....	.....	.....	13.87½n
Oct. ...	.....	.....	.....	.....

FRIDAY, OCTOBER 22, 1937.

LARD—	.....	.....	.....	.....
Oct. ... 9.50-25	9.50	9.25	9.47½b	.....
Nov. ...	.....	.....	9.47½n	.....
Dec. ... 9.47½	9.50	9.27½	9.45	.....
Jan. ... 9.50-40	9.50	9.32½	9.40	.....
Mar. ... 9.47½	.....	.....	9.47½	.....
May ... 9.50	9.55	9.40	9.52½b	.....

CLEAR BELLIES—	.....	.....	.....	13.37½ax
Oct. ...	.....	.....	.....	.....

Key: ax, asked; b, bid; n, nominal; —, split.

GOVERNMENT GRADED MEAT

Meat graded by the U. S. Bureau of Agricultural Economics during September, 1937, with comparisons, is reported as follows:

	Sept., 1937, 9 mos., 1937.	9 mos., 1936.	1936.
Fresh and frozen:	.....	.....	.....
Beef	27,968,459	310,716,239	339,443,620
Veal and calf	399,519	3,571,426	2,539,599
Lamb and mutton	1,885,972	16,613,356	13,206,704
Pork	231,564	2,245,241	1,661,980
Cured:	.....	.....	.....
Beef	617,310	1,736,481	963,769
Pork	1,923,195	15,275,406	10,586,076
Sausage	3,105,336	28,272,728	24,357,940
Other meats and lard	241,221	1,954,519	1,438,800
Total	36,372,576	380,385,396	393,998,297

CASH PRICES

Based on actual carlot trading Thursday, October 21, 1937.

REGULAR HAMS.	.....	.....	.....
Green.	.....	.....	*S.P.
8-10	.....	19	20½
10-12	.....	18	20
12-14	.....	16½	19
14-16	.....	16½	18½
16-18 Range	.....	16½	.....

BOILING HAMS.	.....	.....	.....
Green.	.....	.....	*S.P.
16-18	.....	16½	19
18-20	.....	16½	20½
20-22	.....	16½	18½
16-20 Range	.....	16½ @ 16½	.....
16-22 Range	.....	16½ @ 16½	.....

SKINNED HAMS.	.....	.....	.....
Green.	.....	.....	*S.P.
10-12	.....	16½	20½
12-14	.....	17½	20
14-16	.....	17	19½
16-18	.....	16½	17½
18-20	.....	16½	17
20-22	.....	15½	15½
22-24	.....	15	15½
24-26	.....	14½	15
26-30	.....	14½	15
30 and up	.....	14½	15

PICNICS.	.....	.....	.....
Green.	.....	.....	*S.P.
4-6	.....	15½	18
6-8	.....	14	16
8-10	.....	12½	14
10-12	.....	11½	13½
12-14	.....	11½	13½

BELLIES.	.....	.....	.....
(Square cut seedless)	.....	.....	.....
(S. P. ¼c under D. C.)	.....	.....	.....
Green.	.....	.....	*D.C.
6-8	.....	18	21
8-10	.....	18	21
10-12	.....	18	21
12-14	.....	18	21
14-16	.....	18	21
16-18	.....	18	20½

*Quotations represent No. 1 new cure.

D. S. BELLIES.	.....	.....	.....
Clear.	.....	.....	Rib.
14-16	.....	14½	.....
16-18	.....	14½	.....
18-20	.....	14	.....
20-25	.....	14	14
25-30	.....	14	14
30-35	.....	14	14
35-40	.....	14	14
40-50	.....	14	14

D. S. FAT BACKS.	.....	.....	.....
6-8	.....	11½	.....
8-10	.....	12½	.....
10-12	.....	13½	.....
12-14	.....	14½	.....
14-16	.....	15½	.....
16-18	.....	16½	.....
18-20	.....	16½	.....
20-25	.....	16½	.....

OTHER D. S. MEATS.	.....	.....	.....
Extra Short Clears	35-45	14n	.....
Extra Short Ribs	35-45	14n	.....
Regular Plates	6-8	13½	.....
Clear Plates	4-6	12	.....
Jowl Butts	.....	10½	.....
Green Square Jowls	.....	12½	.....
Green Rough Jowls	.....	10½	.....

LARD.	.....	.....	.....
Prime Steam, cash	.....	9.77½ax	.....
Prime Steam, loose	.....	9.87½n	.....
Neutral, in tierces	.....	12.00n	.....
Raw Leaf	.....	10.00n	.....

CHICAGO PROV. SHIPMENTS

Provision shipments from Chicago for the week ended Oct. 16, 1937, were as follows:

	Week Oct. 16.	Previous week.	Same week '36.
Cured meats, lbs.	15,675,000	16,218,000	16,066,000
Fresh meats, lbs.	43,478,000	43,578,000	47,514,000
Lard, lbs.	6,974,000	7,864,000	2,235,000

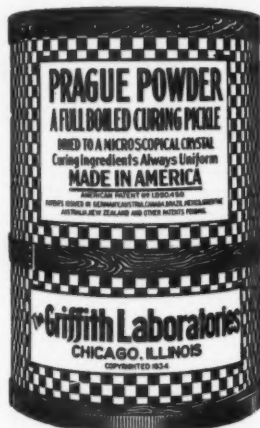
PRAGUE POWDER

Registered U. S. Patent Nos. 2054623, 2054624, 2054625, 2054626

A Boiled Sterilized Pickle

Prague Powder is the only fused nitrate and nitrite cure. There are no imitations. Common Salt mixtures are not in the same class. They are not uniform. Prague Powder is always uniform.

Better for Pumping Pickle



*Is a Full Boiled Pickle Dried
to a Soft, Fluffy Salt Mass
Ready to be Remade into a
Second Pickle*

A Dry Pickle

PRAGUE POWDER has all the curing elements combined in each particle and dissolves quickly, creating a lasting color on the lean of the meat, giving a rich ripe flavor.

*Better for Box Bacon
A Delicate, Tasty Flavor*

USE PRAGUE POWDER PICKLE

See our Exhibit at Booths 5 and 6

THE GRIFFITH LABORATORIES

1415-31 West 37th St.

Chicago, Illinois

Canadian Factory and Offices: 1 Industrial St., Leaside, Toronto 12, Ontario, Canada

RIGHT

the first time and every time

The controlled, uniform high quality of our stockinettes is your guarantee of complete satisfaction on every stockinette order. This careful control extends through our entire range of operations . . . preparation, knitting, assembly, stocking, inventories and delivery. This is just ONE of the many reasons why wise packers everywhere buy ADLER stockinettes from CAHN!

fred c. cahn
State 1637
222 W. Adams St., Chicago, Ill.
Selling Agent

THE ADLER COMPANY
CINCINNATI

Buy Stockinettes from CAHN and BE SURE!



NEW SYSTEM Rotary Oven

Burns Any Gas

Produces Best Quality
Loaves and Roasts at Low-
est Fuel and Power Cost.

Built for Service

36 loaves or 24 roasts
60 loaves or 48 roasts
90 loaves or 72 roasts

\$350 Small
\$375 Medium
\$475 Large
F.O.B. Factory

Brand Bros., Inc.
410 E. 49th St., New York City

Names of users and com-
plete details on request.



EASY-WAY LOAF FILLER

fills loaves the sanitary way
—saves time—pays for itself
in short order. Many in ser-
vice. Even the smallest plant
can't afford to be without
one.

Perfection ham molds, meat
loaf molds, loaf pans are the
best. It will pay you to in-
vestigate.

Write for Particulars

C. T. LENZKE & CO.

1430 WEST GRAND BLVD.

DETROIT, MICH.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS

Carcass Beef		Week ended, Oct. 20, 1937.		Cor. week, 1936.	
Prime native steers—		26 1/2 @ 27 1/2		16 @ 16 1/2	
400-600		26 1/2 @ 27 1/2		15 @ 15 1/2	
600-800		26 1/2 @ 27 1/2		14 1/2 @ 15	
800-1000		27 1/2 @ 28 1/2			
Good native steers—		24 1/2 @ 25		15 1/2 @ 16	
400-600		24 1/2 @ 25		14 @ 15	
600-800		24 1/2 @ 25		13 1/2 @ 14	
800-1000		24 1/2 @ 25			
Medium steers—		19 @ 20		14 @ 15	
400-600		19 @ 20		13 1/2 @ 14 1/2	
600-800		19 @ 20		13 @ 14	
800-1000		20 @ 21		15 @ 15 1/2	
Heifers, good, 400-600		11 @ 13		0 1/2 @ 10 1/2	
Cows, 400-600		11 @ 13		0 @ 20	
Hind quarters, choice		21 @ 22		0 @ 13	
Fore quarters, choice					

Beef Cuts		Week ended, Oct. 20, 1937.		Cor. week, 1936.	
Steer loins, prime		26 @ 27		26 @ 27	
Steer loins, No. 1		26 @ 27		26 @ 27	
Steer loins, No. 2		26 @ 27		26 @ 27	
Steer short loins, prime		26 @ 27		26 @ 27	
Steer short loins, No. 1		26 @ 27		26 @ 27	
Steer short loins, No. 2		26 @ 27		26 @ 27	
Steer loin ends (hips)		26 @ 27		26 @ 27	
Steer loin ends, No. 2		26 @ 27		26 @ 27	
Cow loins		26 @ 27		26 @ 27	
Cow short loins		26 @ 27		26 @ 27	
Cow loin ends (hips)		26 @ 27		26 @ 27	
Steer ribs, prime		26 @ 27		26 @ 27	
Steer ribs, No. 1		26 @ 27		26 @ 27	
Steer ribs, No. 2		26 @ 27		26 @ 27	
Cow ribs, No. 1		26 @ 27		26 @ 27	
Cow ribs, No. 2		26 @ 27		26 @ 27	
Steer rounds, No. 1		26 @ 27		26 @ 27	
Steer rounds, No. 2		26 @ 27		26 @ 27	
Steer chuck, No. 1		26 @ 27		26 @ 27	
Steer chuck, No. 2		26 @ 27		26 @ 27	
Cow rounds		26 @ 27		26 @ 27	
Cow chuck		26 @ 27		26 @ 27	
Steer plates		26 @ 27		26 @ 27	
Medium plates		26 @ 27		26 @ 27	
Briskets, No. 1		26 @ 27		26 @ 27	
Steer navel ends		26 @ 27		26 @ 27	
Cow navel ends		26 @ 27		26 @ 27	
Fore shanks		26 @ 27		26 @ 27	
Hind shanks		26 @ 27		26 @ 27	
Strip loins, No. 1, bbls.		26 @ 27		26 @ 27	
Strip loins, No. 2		26 @ 27		26 @ 27	
Sirloin butts, No. 1		26 @ 27		26 @ 27	
Sirloin butts, No. 2		26 @ 27		26 @ 27	
Beef tenderloins, No. 1		26 @ 27		26 @ 27	
Beef tenderloins, No. 2		26 @ 27		26 @ 27	
Rump butts		26 @ 27		26 @ 27	
Plank steaks		26 @ 27		26 @ 27	
Shoulder clods		26 @ 27		26 @ 27	
Hanging tenderloins		26 @ 27		26 @ 27	
Insides, green, 56¢ lb.		26 @ 27		26 @ 27	
Outsides, green, 56¢ lb.		26 @ 27		26 @ 27	
Knuckles, green, 56¢ lb.		26 @ 27		26 @ 27	

Beef Products		Week ended, Oct. 20, 1937.		Cor. week, 1936.	
Brains (per lb.)		26 @ 27		26 @ 27	
Hearts		26 @ 27		26 @ 27	
Tongues		26 @ 27		26 @ 27	
Sweetbreads		26 @ 27		26 @ 27	
Ox-tail, per lb.		26 @ 27		26 @ 27	
Fresh tripe, plain		26 @ 27		26 @ 27	
Fresh tripe, H. C.		26 @ 27		26 @ 27	
Livers		26 @ 27		26 @ 27	
Kidneys, per lb.		26 @ 27		26 @ 27	

Veal		Week ended, Oct. 20, 1937.		Cor. week, 1936.	
Choice carcass		26 @ 27		26 @ 27	
Good carcass		26 @ 27		26 @ 27	
Good saddles		26 @ 27		26 @ 27	
Good racks		26 @ 27		26 @ 27	
Medium racks		26 @ 27		26 @ 27	

Veal Products		Week ended, Oct. 20, 1937.		Cor. week, 1936.	
Brains, each		26 @ 27		26 @ 27	
Sweetbreads		26 @ 27		26 @ 27	
Calf livers		26 @ 27		26 @ 27	

Lamb		Week ended, Oct. 20, 1937.		Cor. week, 1936.	
Choice lambs		26 @ 27		26 @ 27	
Medium lambs		26 @ 27		26 @ 27	
Choice saddles		26 @ 27		26 @ 27	
Medium saddles		26 @ 27		26 @ 27	
Choice fores		26 @ 27		26 @ 27	
Medium fores		26 @ 27		26 @ 27	
Lamb fries, per lb.		26 @ 27		26 @ 27	
Lamb tongues, per lb.		26 @ 27		26 @ 27	
Lamb kidneys, per lb.		26 @ 27		26 @ 27	

Mutton		Week ended, Oct. 20, 1937.		Cor. week, 1936.	
Heavy sheep		26 @ 27		26 @ 27	
Light sheep		26 @ 27		26 @ 27	
Heavy saddles		26 @ 27		26 @ 27	
Light saddles		26 @ 27		26 @ 27	
Heavy fores		26 @ 27		26 @ 27	
Light fores		26 @ 27		26 @ 27	
Mutton legs		26 @ 27		26 @ 27	
Mutton loins		26 @ 27		26 @ 27	
Mutton stew		26 @ 27		26 @ 27	
Sheep tongues, per lb.		26 @ 27		26 @ 27	
Sheep heads, each		26 @ 27		26 @ 27	

Fresh Pork, etc.		Week ended, Oct. 20, 1937.		Cor. week, 1936.	
Pork loins, 8¢/10 lbs. av.		26 @ 27		26 @ 27	
Picnic shoulders		26 @ 27		26 @ 27	
Skinned shoulders		26 @ 27		26 @ 27	
Tenderloins		26 @ 27		26 @ 27	
Spare ribs		26 @ 27		26 @ 27	
Back fat		26 @ 27		26 @ 27	
Boston butts		26 @ 27		26 @ 27	
Boneless butts, cellar trim, 2¢/4		26 @ 27		26 @ 27	
Hocks		26 @ 27		26 @ 27	
Tails		26 @ 27		26 @ 27	
Neck bones		26 @ 27		26 @ 27	
Slip bones		26 @ 27		26 @ 27	
Blade bones		26 @ 27		26 @ 27	
Pigs' feet		26 @ 27		26 @ 27	
Kidneys, per lb.		26 @ 27		26 @ 27	
Livers		26 @ 27		26 @ 27	
Brains		26 @ 27		26 @ 27	
Ears		26 @ 27		26 @ 27	
Snouts		26 @ 27		26 @ 27	
Heads		26 @ 27		26 @ 27	
Chitterlings		26 @ 27		26 @ 27	

DRY SALT MEATS		Week ended, Oct. 20, 1937.		Cor. week, 1936.	
Clear bellies, 14¢/16 lbs.		26 @ 27		26 @ 27	
Clear bellies, 18¢/20 lbs.		26 @ 27		26 @ 27	
Rib bellies, 25¢/30 lbs.		26 @ 27		26 @ 27	
Fat backs, 10¢/12 lbs.		26 @ 27		26 @ 27	
Fat backs, 14¢/16 lbs.		26 @ 27		26 @ 27	
Regular plates		26 @ 27		26 @ 27	
Jowl butts		26 @ 27		26 @ 27	

WHOLESALE SMOKED MEATS		Week ended, Oct. 20, 1937.		Cor. week, 1936.	
Fancy reg. hams, 14¢/16 lbs., parchment paper		26 @ 27		26 @ 27	
Fancy skd. hams, 14¢/16 lbs., parchment paper		26 @ 27		26 @ 27	
Standard reg. hams, 14¢/16 lbs., plain		26 @ 27		26 @ 27	
Picnics, 4¢/8 lbs., short shanks, plain		26 @ 27		26 @ 27	
Picnics, 4¢/8 lbs., long shank, plain		26 @ 27		26 @ 27	
Fancy bacon, 6¢/8 lbs., parchment paper		26 @ 27		26 @ 27	
Standard 'bacon, 6¢/8 lbs., plain		26 @ 27		26 @ 27	
No. 1 beef sets, smoked		26 @ 27		26 @ 27	
Insides, 8¢/12 lbs.		26 @ 27		26 @ 27	
Outsides, 5¢/9 lbs.		26 @ 27		26 @ 27	
Knuckles, 5¢/9 lbs.		26 @ 27		26 @ 27	
Cooked hams, choice, skin on, fattened		26 @ 27		26 @ 27	
Cooked hams, choice, skinned, fattened		26 @ 27		26 @ 27	
Cooked picnics, skin on, fattened		26 @ 27		26 @ 27	
Cooked picnics, skinned, fattened		26 @ 27		26 @ 27	

BARRELED PORK AND BEEF		Week ended, Oct. 20, 1937.		Cor. week, 1936.	
Mess pork, regular		26 @ 27		26 @ 27	
Family back pork, 24 to 34 pieces		26 @ 27		26 @ 27	
Family back pork, 35 to 45 pieces		26 @ 27		26 @ 27	
Clear back pork, 40 to 50 pieces		26 @ 27		26 @ 27	
Clear plate pork, 25 to 35 pieces		26 @ 27		26 @ 27	
Bean pork		26 @ 27		26 @ 27	
Brisket pork		26 @ 27		26 @ 27	
Plate beef		26 @ 27		26 @ 27	
Extra plate beef, 200-lb. bbls.		26 @ 27		26 @ 27	

VINEGAR PICKLED PRODUCTS		Week ended, Oct. 20, 1937.		Cor. week, 1936.	
Pork feet, 200-lb. bbl.		26 @ 27		26 @ 27	
Lamb tongue, short cut, 200-lb. bbl.		26 @ 27		26 @ 27	
Regular tripe, 200-lb. bbl.		26 @ 27		26 @ 27	
Honeycomb tripe, 200-lb. bbl.		26 @ 27		26 @ 27	
Pocket honeycomb tripe, 200-lb. bbl.		26 @ 27		26 @ 27	

LARD		Week ended, Oct. 20, 1937.		Cor. week, 1936.	
Prime steam, cnsb, Bd. trade		26 @ 27		26 @ 27	
Prime steam, loose, Bd. trade		26 @ 27		26 @ 27	
Refined lard, tierces, f.o.b. Chgo.		26 @ 27		26 @ 27	
Kettle rend., tierces, f.o.b. Chgo.		26 @ 27		26 @ 27	
Leaf, kettle rendered, tierces, f.o.b. Chicago		26 @ 27		26 @ 27	
Neutral, tierces, f.o.b. Chicago		26 @ 27		26 @ 27	
Compound, veg. tierces, c.a.f.		26 @ 27		26 @ 27	

OLEO OIL AND STEARINE		Week ended, Oct. 20, 1937.		Cor. week, 1936.	
Extra oleo oil		26 @ 27		26 @ 27	
Prime No. 2 oleo oil		26 @ 27		26 @ 27	
Prime oleo stearine, edible		26 @ 27		26 @ 27	

VEGETABLE OILS		Week ended, Oct. 20, 1937.		Cor. week, 1936.	
Crude cottonseed oil, in tanks, f.o.b.		26 @ 27		26 @ 27	
Valley points, prompt		26 @ 27		26 @ 27	
White deodorized, in bbls., f.o.b. Chgo.		26 @ 27		26 @ 27	
Yellow, deodorized		26 @ 27		26 @ 27	
Soap stock, 50% f.f.a. f.o.b. mills		26 @ 27		26 @ 27	
Soya bean oil, f.o.b. mills		26 @ 27		26 @ 27	
Corn oil, in tanks, f.o.b. mills		26 @ 27		26 @ 27	
Cocanut oil, sellers' tanks, f.o.b. coast		26 @ 27		26 @ 27	
Refined in bbls., f.o.b. Chicago		26 @ 27		26 @ 27	

OLEOMARGARINE		Week ended, Oct. 20, 1937.		Cor. week, 1936.	
White domestic vegetable margarine		26 @ 27		26 @ 27	
White animal fat margarine, in 1 lb. cartons, rolls or prints		26 @ 27		26 @ 27	
Puff paste (water churned)		26 @ 27		26 @ 27	
(milk churned)		26 @ 27		26 @ 27	

DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. carton	26 @ 27
Country style sausage, fresh in link	26 @ 27
Country style sausage, fresh in bulk	26 @ 27
Country style sausage, smoked	26 @ 27
Frankfurters, in sheep casings	26 @ 27
Frankfurters, in hog casings	26 @ 27
Bologna in beef bungs, choice	26 @ 27
Bologna in beef middles, choice	26 @ 27
Liver sausage in beef rounds	26 @ 27
Liver sausage in hog bungs	26 @ 27
Smoked liver sausage in hog bungs	26 @ 27
Head cheese	26 @ 27
New England luncheon specialty	26 @ 27
Minced luncheon specialty, choice	26 @ 27
Tongue Sausage	26 @ 27
Wood sausage	26 @ 27
Souse	26 @ 27
Polish sausage	26 @ 27

DRY SAUSAGE

Cervelat, choice, in hog bungs	Q48
Thuringer cervelat	Q28
Farmer	Q31
Holsteiner	Q29
B. C. salami, choice	Q38
Milano, salami, choice in hog bungs	Q39
B. C. salami, new condition	Q28
Prisanes, choice, in hog middles	Q38
Genoa style salami, choice	Q46
Pepperoni	Q37
Mortadella, new condition	Q24
Capicola	Q39
Italian style ham	Q40
Virginia ham	Q46

•
Canned Corned Beef

•
Canned Roast Beef

•
Canned Brisket Beef

•
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WHOLESALE MEATS

"The Skins You Love to Stuff"

Early & Moor, Inc.
SAUSAGE CASINGS

Exporters
Importers

139 Blackstone St.
Boston, Mass.

Chicago Markets

(Continued from page 37.)

SPICES

(Basis Chicago, original bbls., bags or bales.)

	Whole.	Ground.
	Per lb.	Per lb.
Allspice, Prime	16	17 1/2
Beefed	16 1/2	18
Chili Pepper, Fancy	21	20
Chili Powder, Fancy	27	31
Cloves, Amboyna	18 1/2	22
Madagascar	21	24 1/2
Sausibar	18 1/2	20
Ginger, Jamaica	17	19
African	65	70
Mace, Fancy Banda	60	65
East India	22 1/2	25 1/2
E. I. & W. I. Blend	15	15
Mustard Flour, Fancy	26	22
No. 1	28	24 1/2
Nutmeg, Fancy Banda	24	26 1/2
East India	19 1/2	22
E. I. & W. I. Blend	29	28
Paprika, Extra Fancy	28	26 1/2
Fancy	24	24 1/2
Hungarian, Fancy	24	24 1/2
Pepina Sweet Red Pepper	24	24 1/2
Pimexco (250-lb. bbls.)	23	23
Pepper, Cayenne	17 1/2	17 1/2
Red Pepper, No. 1	10 1/2	12
Pepper, Black Aleppo	7 1/2	8 1/2
Black Lampong	10 1/2	12
Black Tellicherry	12	13 1/2
White Java Muntok	11	12 1/2
White Singapore	12	12
White Packers		

SEEDS AND HERBS

	Whole.	Sausage.
	Per lb.	Per lb.
Caraway Seed	21 1/2	25 1/2
Celery Seed, French	11 1/2	14
Cominos Seed	10	10
Coriander Morocco Bleached	8 1/2	10
Coriander Morocco Natural No. 1	8 1/2	10 1/2
Mustard Seed, Cal. Yellow	8 1/2	11 1/2
American	21	24
Marjoram, French	15	18
Oregano	8 1/2	10
Sage, Dalmatian Fancy	8	9 1/2
Dalmatian No. 1		

SAUSAGE CASINGS

(F. O. B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

Beef casings:	
Domestic rounds, 180 pack	@.18
Domestic rounds, 140 pack	@.31
Export rounds, wide	@.35
Export rounds, medium	@.25
Export rounds, narrow	@.42
No. 1 weasands	@.06
No. 2 weasands	@.06
No. 1 bungs	@.17
No. 2 bungs	@.37
Middles, regular	@.45
Middles, select, wide, 2@2 1/2 in.	
Middles, select, extra wide, 2 1/2 in. and over	.75 @.80
Dried bladders:	
12-15 in. wide, flat	.70
10-12 in. wide, flat	.60
8-10 in. wide, flat	.35
6-8 in. wide, flat	.25
Hog casings:	
Narrow, per 100 yds.	2.45
Narrow, special, per 100 yds.	2.35
Medium, regular	2.10
Englab medium	1.75
Wide, per 100 yds.	1.50
Extra wide, per 100 yds.	1.25
Export bungs	.27
Large prime bungs	.22
Medium prime bungs	.15
Small prime bungs	.12
Middles, per set	.18
Stomachs	.11

NEW YORK MARKET PRICES

LIVE CATTLE

Steers, good	\$ @14.00
Steers, medium and good	12.50 @13.50
Steers, common and medium	10.75 @11.50
Cows, good	8.00 @8.50
Cows, common and medium	6.75 @7.75
Cows, low cutter to cutter	3.75 @5.75
Heifers, cutter to medium	5.75 @8.25
Bulls, bologna	5.50 @7.00

LIVE CALVES

Vealers, choice	\$ @13.50
Vealers, medium	@10.25
Vealers, common	6.50 @9.50
Calves, common to good	7.00 @9.00
Calves, culls and common	5.50 @6.50

LIVE HOGS

Hogs, good to choice, 160 to 210-lb.	\$ @11.35
Sows	@8.75

LIVE LAMBS

Lambs, good to choice	\$ @11.00
Lambs, cull and common	7.50 @8.00
Ewes, common to good	3.00 @5.50

DRESSED BEEF

City Dressed.

Choice, native, heavy	.28 @31
Choice, native, light	.28 @30
Native, common to fair	.24 @27

Western Dressed Beef.

Native steers, 600 @800 lbs.	.26 @28
Native choice yearlings, 440 @600 lbs.	.26 @28
Good to choice heifers	.22 @24
Good to choice cows	.18 @20
Common to fair cows	.15 @17
Fresh bologna bulls	.11 1/2 @12 1/2

BEEF CUTS

	Western.	City.
No. 1 ribs	.35 @37	37 @42
No. 2 ribs	.32 @34	32 @36
No. 3 ribs	.24 @28	25 @30
No. 1 loins	.45 @48	46 @52
No. 2 loins	.38 @40	40 @44
No. 3 loins	.30 @32	30 @34
No. 1 hinds and ribs	.31 @33	33 @36
No. 2 hinds and ribs	.25 @30	26 @32
No. 1 rounds	.22 @23	23 @24
No. 2 rounds	.19 @21	21 @22
No. 3 rounds	.19 @20	19 @20
No. 1 chucks	.23 @25	24 @26
No. 2 chucks	.20 @21	20 @23
No. 3 chucks	.19 @21	20 @21
Bolognas	.11 1/2 @12 1/2	
Rolls, reg. 4@6 lbs. av.	.23 @25	
Rolls, reg. 4@6 lbs. av.	.18 @20	
Tenderloins, 4@6 lbs. av.	.50 @60	
Tenderloins, 5@6 lbs. av.	.50 @60	
Shoulder clods	.16 @18	

DRESSED VEAL

Good	.20 @21
Medium	.18 @20
Common	.16 @18

DRESSED SHEEP AND LAMBS

Lambs, spring, prime	.20 1/2 @21 1/2
Lambs, spring, good	.19 1/2 @20 1/2
Lambs, 38 lbs. down	.18 1/2 @19 1/2
Sheep, good	.10 @12
Sheep, medium	8 @10

DRESSED HOGS

Hogs, good and choice (90-140 lbs.)	\$.16.75 @17.75
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FRESH PORK CUTS

Pork loins, fresh, Western, 10 @12 lbs.	@25
Pork tenderloins, fresh	@89
Pork tenderloins, frozen	@89
Shoulders, Western, 10 @12 lbs. av.	@20
Butts, boneless, Western	@28
Butts, regular, Western	@23
Hams, Western, fresh, 10 @12 lbs. av.	@24
Picnic hams, West. fresh, 6 @8 lbs. av.	@17
Pork trimmings, extra lean	@20
Pork trimmings, regular 50% lean	@16
Spareribs	@19

SMOKED MEATS

Regular hams, 8 @10 lbs. av.	.26 1/2 @27 1/2
Regular hams, 10 @12 lbs. av.	.26 1/2 @27 1/2
Regular hams, 12 @14 lbs. av.	.26 1/2 @27 1/2
Skinned hams, 10 @12 lbs. av.	.27 @28
Skinned hams, 12 @14 lbs. av.	.27 @28
Skinned hams, 16 @18 lbs. av.	.27 @28
Skinned hams, 18 @20 lbs. av.	.26 @27
Picnics, 4 @6 lbs. av.	.24 1/2 @25 1/2
Picnics, 6 @8 lbs. av.	.23 1/2 @24 1/2
City pickled bellies, 8 @12 lbs. av.	.28 @34
Bacon, boneless, Western	.33 @34
Bacon, boneless, city	.32 @33
Rollettes, 8 @10 lbs. av.	.24 1/2 @25 1/2
Beef tongue, light	@24
Beef tongue, heavy	@25

FANCY MEATS

Fresh steer tongues, untrimmed	16c a pound
Fresh steer tongues, l. c. trimmed	28c a pound
Sweetbreads, beef	35c a pound
Sweetbreads, veal	70c a pair
Beef kidneys	14c a pound
Mutton kidneys	4c each
Livers, beef	29c a pound
Oxtails	16c a pound
Beef hanging tenders	30c a pound
Lamb fries	12c a pair

BUTCHERS' FAT

Shop Fat	\$.25 per cwt.
Breast Fat	3.25 per cwt.
Edible Suet	5.00 per cwt.
Inedible Suet	3.75 per cwt.

GREEN CALFSKINS

	5-9	9 1/2-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 veals	.13	1.95	2.05	2.10	2.35
Prime No. 2 veals	.12	1.75	1.85	1.90	2.05
Buttermilk No. 1	.10	1.65	1.75	1.80	
Buttermilk No. 2	.9	1.50	1.60	1.65	
Branded gruby		.6	.75	.85	.90 1.00
Number 3		6	.75	.85	.90 1.00

BONES AND HOOF

	Per ton.
Round shins, heavy, delivered basis	\$.80.00 @85.00
light, delivered basis	70.00 @75.00
Flat shins, heavy, delivered basis	@70.00
light, delivered basis	@65.00
Thighs, blades and buttocks	@62.50
White hoofs	75.00
Black and striped hoofs	50.00

COOPERAGE

(Prices at Chicago)

Ash pork barrels, black hoops	\$.147 1/2 @1.50
Ash pork barrels, galv. hoops	1.55 @1.57 1/2
Oak pork barrels, black hoops	1.37 1/2 @1.40
Oak pork barrels, galv. hoops	1.45 @1.47 1/2
White oak ham tierces	2.32 1/2 @2.35
Red oak lard tierces	2.07 1/2 @2.10
White oak lard tierces	2.17 1/2 @2.20

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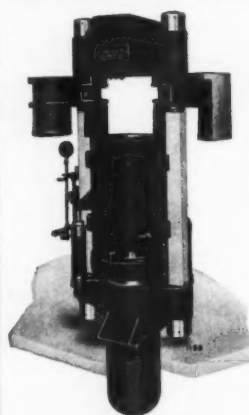
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TALLOW AND GREASES

WEEKLY MARKET REVIEW

TALLOW—The tallow market at New York was very quiet during the past week. The last business in extra was at 6½c, f.o.b., a decline of ¼ to ¾c from the previous week. The quantity traded was reported to have been sufficient to establish the market but apparently was not large. There were further offerings in the market at the same level but consumers were inclined to look on, even after other commodities and securities rallied. There was no large quantity of tallow pressing on the market.

At New York, special was quoted at 6½c; extra, 6½c, f.o.b., and edible, 8c nominal.

South American edible No. 1 was offered at New York at 5¼c, c.i.f.

Tallow futures at New York were fairly active and steadier. October traded at 6.90; December, from 7.20 to 7.00, and January from 7.15 to 7.00.

Trade in tallow at Chicago was scattered during most of week and prices were lower. One tank No. 3 tallow sold on October 19 at 5½c, Southern Indiana point, and small lot special sold at 5¼c, Cincinnati. Round lot prime packers reported sold at 6¼c, Cincinnati, Kansas City and in smaller way at Chicago to large soaper on October 20; buyer reduced bid to 6½c at all points. Round lot edible tallow sold at 7c, f.o.b. production point on October 21 and off prime sold at 6½c in drum lots. No. 1 tallow last sold at 5½c, delivered Cincinnati. Edible tallow was quoted on October 21 at 7c; fancy, 7c; prime packers, 6½c; special, 5¼@5½c, and No. 1, 5½c.

There was no London tallow auction this week. At Liverpool, Argentine beef tallow, October-November shipment, was unchanged at 22s6d. Australian good mixed, October-November shipment, was off 6d on the week at 22s9d.

(See page 45 for later markets.)

STEARINE—Market for stearine was easier at New York and ¼c lower on the week. There were sales at 9c, delivered New York, for oleo and in the East from Chicago.

At Chicago, the market was steady and unchanged. Oleo was quoted at 8¼c.

OLEO OIL—Trade was quiet and routine at New York and the market was unchanged. Extra was quoted at 12½@13¼c; prime, 12½ to 12¾c, and lower grades, 11¼@12¼c.

At Chicago, demand was moderate and the market was steady. Extra was quoted at 12@12¼c.

LARD OIL—Demand was rather slow and the market was weak at New York. Prices were off ½ to 1¼c compared with the previous week. No. 1 was quoted at 9½c; No. 2, 9¼c; extra,

11¼c; extra No. 1, 10½c; prime edible, 15c; inedible, 13¼c, and extra winter strained, 12½c.

NEATSFOOT OIL—Demand was slow at New York and the market was easier and off ½c from the previous week. Cold test was quoted at 16¼c; extra, 10¼c; extra No. 1, 10½c; pure, 12¼c, and special, 12½c.

GREASES—The last business in yellow and house grease at New York was at 5½c, but offerings subsequently were held at 5½c. There was no disposition to press offerings as consumer interest was too limited. Unsteadiness in other markets had some influence on buyers as did the barely steady tone in tallow. Since no great quantities of greases were hanging over the market, producers were inclined to look on.

At New York, choice white grease was quoted at 8c; A white, 6¼@7c; B white, 6¼@6½c, and yellow and house 5¼@5½c.

Demand for greases at Chicago was fair but trade was scattered. Prices were steady on some grades but easier on others. One tank 25 acid brown grease sold on October 19 at 4¼c, Cincinnati, and several tanks brown sold following day at same price. Yellow grease was offered at 5½c, Chicago, with last sale at 5¼c. Offerings light on yellow grease and very little buying. Choice white grease was offered at mid-week at 7½c, Chicago, and B white grease sold at 6¼c, delivered equal to 6½c, Chicago. Choice white grease was quoted on October 21 at 7½c; A white, 6¼@6½c; B white, 6@6¼c; yellow, 10 to 15 f.f.a., 5¼c, 16 to 20 f.f.a., 5¼c, and brown, 4¼c.

ANIMAL OILS

(Basis Chicago.)

	Per lb.
Prime edible	14½
Prime inedible	13½
Headlight	13½
Prime W. S.	13
Extra W. S.	12½
Extra lard oil	12
Extra No. 1 lard oil	11½
No. 2 lard oil	10½
No. 1 lard oil	10
Acidless tallow oil	10½
20° C. T. neatsfoot oil	16½
Pure neatsfoot	12½
Spec. neatsfoot	12
Extra neatsfoot oil	11½
No. 1 neatsfoot oil	10½

TALLOW AND GREASES

(Loose, basis Chicago.)

	Per lb.
Edible tallow	@ 7
Prime packers tallow	@ 6½
No. 1 tallow, 10½ f.f.a.	@ 5½
Special tallow	5¼@ 5½
Choice white grease	@ 7½
A-White grease, 4% acid	6¼@ 6½
B-White grease, maximum 5% acid	6 @ 6½
Yellow grease, 16-20 f.f.a.	@ 5½
Brown grease, 40 f.f.a.	@ 4½

BY-PRODUCTS MARKETS

Chicago, October 21, 1937.

Blood.

Buyers bidding \$3.00, but sellers holding for higher prices.

	Unit.	Ammonia.
Unground	\$	@ 3.00

Digester Feed Tankage Materials.

Market continues quiet and easy.

Unground, 10 to 12% ammonia	\$	@ 3.00 & 10c
Unground, 6 to 10%, choice		3.25@3.35 & 10c
Liquid stick		@ 2.50

Packinghouse Feeds.

Market active at quoted prices.

	Carlots.	Per ton.
Digester tankage meat meal, 60%	\$	@ 52.50
Meat and bone scraps, 50%		@ 50.00
Raw bone meal for feeding		@ 45.00

Bone Meals (Fertilizer Grades).

Market quiet and prices nominal.

	Per ton.
Steam, ground, 3 & 50	\$ @ 23.00
Steam, ground, 2 & 26	@ 23.00

Fertilizer Materials.

Little activity in fertilizer materials and quotations largely nominal.

High. grd. tankage, ground, 10@11% am.	\$	@ 3.00 & 10c
Bone tankage, ungrd., low gr., per ton		@ 20.00
Hoof meal		@ 3.40

Dry Rendered Tankage.

Market quiet and easy.

Hard pressed and expeller unground per unit proteina.	\$	@ .60
Soft prod. pork, ac. grease & quality, ton		@ 40.00
Soft prod. beef, ac. grease & quality, ton		@ 35.00

Gelatin and Glue Stocks.

Quotations given are on l.c.l. lots. Higher prices paid for carlots.

	Per ton.
Calf trimmings	\$ @ 30.00
Pickled sheep trimmings	@ 30.00
Sinews, plazes	@ 22.00
Cattle jaws, skulls and knuckles	@ 28.00
Hide trimmings	@ 18.00
Pig skin scraps and trim, per lb., l.c.l. 5¼@	6c

Horns, Bones and Hoofs.

Market quiet and prices nominal. Junk bones quoted delivered basis.

	Per ton.
Horns, according to grade	\$45.00@75.00
Cattle hoofs	37.50@40.00
Junk bones	18.00@19.00

(Note—Foregoing prices are for mixed carloads of unsorted materials indicated above.)

Animal Hair.

Crude dried winter take-off quoted at \$90.00 per ton, Chicago. Summer take-off, \$47.50@50.00.

Coll and field dried hog hair	2½c@ 4½c
Processed, black winter, per lb.	7½c@10c
Cattle switches, each*	2c @ 2½c

*According to count.

RENDERING IMPROVEMENT

(Continued from page 17.)

sure, and supply the major portion of the steam required in the calandria section of evaporator or still.

The entire system is closed, and operated under a vacuum. In the event any leaks develop in gaskets, pipe fittings, etc., air leaks into the system rather than solvent leaking out.

A building 30 ft. wide, 50 ft. long and 12 ft. high will conveniently house two extractors, evaporators, condensers, grease settling tank, clarifying tank, filter press, etc. Such a plant will handle 30 tons of cracklings per day with one man per shift of 8 hours, three shifts per day.

FERTILIZER MATERIALS

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports.....	\$ @27.50
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York.....	nominal
Blood, dried, 16% per unit.....	@ 3.25
Fish scrap, dried, 11% ammonia, 10% B. P. L., f.o.b. fish factory.....	3.50 & 10c
Fish meal, foreign, 11½% ammonia, 10% B. P. L. c.i.f. spot.....	@46.50
Oct.-Nov. shipment.....	@46.00
Fish scrap, acidulated, 7% ammonia, 3% A.P.A. f.o.b. fish factories.....	2.90 & 50c
Soda nitrate, per net ton: bulk, Oct.-June.....	@27.00
in 200-lb. bags, Oct.-June.....	@28.30
in 100-lb. bags, Oct.-June.....	@29.00
Tankage, ground, 10% ammonia, 15% B. P. L. bulk.....	3.25 & 10c
Tankage, unground, 10-12% ammonia, 15% B. P. L. bulk.....	3.15 & 10c

Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.	@25.00
Bone meal, raw, 4½% and 50%, in bags, per ton, c.i.f.	@29.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% fat.....	@ 9.00

Dry Rendered Tankage.

50% unground.....	@57½c
60% unground.....	@57½c

HYDROGENATING FATS

A plant for hydrogenation of oils and fats is being constructed at the Tacoma, Wash. factory of the Hooker Electrochemical Co. of Niagara Falls, N. Y. The new plant will utilize by-product hydrogen from electrolytic caustic soda and chlorine manufacture. The installation will include hydrogen compressors, high-pressure gas storage, hydrogen converters, oil refining equipment and extensive storage facilities for raw and finished oils.

TALLOW FUTURE TRADING

Tallow transactions at New York:

SATURDAY, OCTOBER 16, 1937.

	High.	Low.	Close.
October.....	7.00	nom.	7.00
November.....	7.00	nom.	7.00
December.....	7.15	7.15	7.15@7.25
January.....	7.15	7.15	7.15@7.30
February.....	7.15	7.15	7.15@7.30
March.....	7.10	7.10	7.10@7.30

MONDAY, OCTOBER 18, 1937.

October.....	7.00	nom.	7.00
November.....	7.00	nom.	7.00
December.....	7.15	7.15	7.15
January.....	7.15	7.15	7.10@7.20
February.....	7.05	7.05	7.05@7.20
March.....	7.10	7.10	7.10@7.19

TUESDAY, OCTOBER 19, 1937.

October.....	6.90	nom.	6.90
November.....	6.90	nom.	6.90
December.....	7.01	7.01	7.01@7.15
January.....	6.95	6.95	6.95@7.20
February.....	6.90	6.90	6.90@7.25
March.....	6.95	6.95	6.95@7.15

WEDNESDAY, OCTOBER 20, 1937.

October.....	6.90	6.90	6.90
November.....	6.90	6.90	6.90
December.....	7.05	7.00	6.90@7.10
January.....	6.80	6.80	6.80@7.05
February.....	6.75	6.75	6.75@7.00
March.....	6.75	6.75	6.75@7.00

THURSDAY, OCTOBER 21, 1937.

October.....	6.50	bid	6.50
November.....	6.90	bid	6.90
December.....	6.90	6.90	6.90@7.05
January.....	6.80	6.80	6.80@7.02
February.....	6.75	6.75	6.75@7.00
March.....	6.75	6.75	6.75@6.95

FRIDAY, OCTOBER 22, 1937.

December.....	6.85		
March.....	6.70	6.70	6.70@6.90

EASTERN FERTILIZER MARKETS

(Special Cable to The National Provisioner.)

New York, October 20, 1937.

Ground tankage last sold at \$3.15 and 10c, f.o.b. local shipping points and unground at about the same price. There is no buying interest from either fertilizer or feeding manufacturers; on the other hand, there is only about one car of tankage for sale here for prompt shipment.

Dried blood is offered at \$3.25 per unit, f.o.b. New York, but demand is dull and stocks are starting to accumulate, South American is offered at \$3.10, c.i.f. Atlantic Coast ports for November shipment.

Japanese sardine meal guaranteed 11.50% ammonia is offered at \$46.00 per net ton, c.i.f. North Atlantic Coast ports for November shipment from Japan with very little buying interest in this material, except for spot delivery.

Dry rendered tankage took quite a drop in price during the past week in line with the general trend of stock and commodity prices.

COTTON OIL TRADING

COTTONSEED OIL.—Valley crude was quoted on October 20 at 6.25 paid; Southeast, 6.25 nominal; Texas, 6.00 bid, 6.12½ asked at common points, Dallas, 6.12½ nominal.

Market transactions at New York:

Friday, October 15, 1937

	Sales.	Range		Closing	
		High.	Low.	Bid.	Asked
Oct.	6	765	745	753	a 65tr
Nov.				725	a Bid
Dec.	28	751	732	750	a trad
Jan.	16	755	733	751	a trad
Feb.				750	a nom
Mar.	80	757	734	750	a 753
April				750	a nom
May	126	762	740	758	a 57tr

Saturday, October 16, 1937

Nov.				750	a nom
Dec.	7	754	753	753	a trad
Jan.	9	756	752	755	a trad
Feb.				755	a nom
Mar.	42	759	755	755	a trad
April				755	a nom
May	26	764	760	760	a trad
June				760	a nom

Monday, October 18, 1937

Nov.				735	a nom
Dec.	37	759	734	738	a 37tr
Jan.	8	756	741	736	a 738
Feb.				737	a nom
Mar.	44	762	736	739	a trad
April				740	a nom
May	88	761	741	745	a 746
June				745	a nom

Tuesday, October 19, 1937

Nov.				730	a nom
Dec.	45	734	715	729	a 732
Jan.	19	733	716	729	a 734
Feb.				730	a nom
Mar.	94	735	718	731	a 30tr
April				730	a nom
May	123	740	725	737	a 33tr
June				735	a nom

Wednesday, October 20, 1937

Nov.				735	a nom
Dec.	2	744	741	744	a trad
Jan.	3	735	725	743	a 746
Feb.				743	a nom
Mar.	41	746	726	746	a trad
April				746	a nom
May	72	752	731	752	a trad
June				752	a nom

Thursday, October 21, 1937

Dec.		753	739	742	a
Jan.		755	755	742	a
Mar.		756	741	744	a
May		760	746	749	a trad

(See page 45 for later markets.)

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VEGETABLE OILS

WEEKLY MARKET REVIEW

COTTONSEED oil futures at New York steadied and turned upward at midweek, after a week of mixed trading during which values advanced on account of the government oil buying program and then dropped with profit taking and unsteadiness in security markets.

The market rallied about 75 points from its season's lows as a result of general buying and covering which followed announcement of the FSCC purchase program. Futures then suffered a setback of 30 to 40 points from the best levels under profit-taking liquidation and selling inspired by weakness in security markets.

Cotton oil turned upward again at midweek when securities showed a rallying tendency. The undertone was very steady although the trade was still uninformed as to details of the government oil buying program.

Pressure on the market was mostly of a speculative character. The advance attracted quite a little profit taking and there was rather liberal selling of cotton oil by houses which were presumably acting for foreign account, supposedly spreading with other commodities.

There was an excellent demand for oil futures from brokers with trade connections for a time but this quieted down materially. There continued to be a fair demand through wire house connections and the professional element was somewhat inclined to operate on the constructive side.

At midweek the market was thinner and fluctuations were lighter awaiting the FSCC announcement. However, there was no disposition to press the selling side of the market as there have been very heavy rains in the South during the week. These slowed up new crop movement and may have caused some damage of the seed, particularly in some sections.

Market Waits Developments

Reports of very excellent cash oil and shortening demand continued. Reports have been so optimistic that the trade was talking about the possibility of 400,000 to 500,000-bbl. consumption in October compared with 252,000 bbls. last year. The trade apparently has been encouraged to stock up to some extent prior to beginning of government relief purchasing. Distribution of domestic cotton oil is believed to have been greatly stimulated by smaller imports and available supply of foreign oil.

Another week passed without any hedging pressure of consequence as a result of heavy business. In fact, the trade appeared to have lifted further hedges off the market on balance. This was a stabilizing influence in two ways.

First, there was no hedge selling which the speculative element had to absorb; second, the character of the buying of oil futures continued to be better than the selling.

Consumption of cotton oil in the first two months of the season was nearly 200,000 bbls. over the same period last season. If October consumption should run 150,000 bbls. or more over October, 1936, the increase for the first quarter would amount to around 350,000 bbls. If the government should take 500,000 bbls. or more, which many believe to be a possibility, it would appear that the bulk of the extra surplus would have been taken.

COCOANUT OIL.—The market at New York was rather quiet. Buyers contended that prices were too high while sellers argued that they could not be lowered. At New York, oil was quoted at 4¢@4½¢; on the Pacific coast a 4½¢ level prevailed with later shipments at 4½¢.

CORN OIL.—The market continued more or less nominal at New York around the 7¢ level.

SOYA BEAN OIL.—The market was steady at New York at 6½¢. It was aided somewhat by reports of soya bean exports but demand for oil was limited owing to relative cheapness of cottonseed oil.

PALM OIL.—The market was steady at New York but rather quiet. Spot Nigre held at 4½¢; shipment, 4¢; 12½ per cent acid, 3.95¢, and 20 per cent,

3.9¢. Sumatra oil was nominally quoted at 3½¢.

PALM KERNEL OIL.—Trade was dull and the market was unchanged at New York on a basis of 4.95¢.

OLIVE OIL FOOTS.—Trade was quiet at New York. Nearby foots were quoted at 9½¢ and shipment new crop at 8½¢.

PEANUT OIL.—The spot situation was firm at New York owing to limited supplies. Prices were 7½ to 7¾¢ nominal.

COTTONSEED CONFERENCE

Governors of Southern states, cotton growers and cottonseed users held a conference at Little Rock, Ark., this week to make a study of the cottonseed situation. A. L. Ward, educational service director, National Cottonseed Products Association, reported on possibilities of extending use of cottonseed products through research. Other subjects discussed included seed grading, margarine tax and cottonseed in government crop programs. The conference was called by Governor Carl E. Bailey of Arkansas.

BIG VEGETABLE OIL SUPPLY

Total production of domestic edible vegetable oils during the 1937-38 season will be materially larger than last year, according to a recent survey of the fats and oils situation by the U. S. Bureau of Agricultural Economics. Indicated supply of cottonseed oil for the 1937-38 season is about 33 per cent larger than in 1936-37. Soya bean oil production will probably be from 15 to 20 per cent larger than production from 1936 crop, and there may be a slight increase in total production of peanut, corn and other minor vegetable oils. Production of lard and other edible animal fats (tallow, oleo oil and stearine) will probably be smaller in 1937-38 than in the preceding year, according to the bureau. It is believed, however, that increased production of vegetable oils will more than balance the reduction in animal fats and oils.

HULL OIL MARKETS

Hull, England, October 20, 1937.—Refined oil, 23s6d. Egyptian crude cottonseed oil, 20s6d.

See Classified page for bargains.

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Oct. 21, 1937.—Cotton oil futures were practically unchanged for the week. However, crude oil was ½¢@¼¢ higher, with sales today in most directions at 6½¢. Apparently, there were more buyers than sellers as the mills seem to prefer accumulating small seed receipts rather than selling on present markets before learning details of the government's plans to buy cottonseed oil. These plans are most important and so far no definite price or quantity has been announced from Washington except they will buy up to 500,000,000 lbs.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Texas, October 21, 1937.—Forty-three per cent cotton seed cake and meal, Dallas basis, for interstate shipment, \$24.00. Prime cottonseed oil 6½¢@6¼¢.

HIDES AND SKINS

WEEKLY MARKET REVIEW

Chicago

PACKER HIDES.—The climax in the collapse of security and commodity markets this week precluded any possibility of packers and tanners arriving at a trading basis on hides. The hide futures market followed the security markets and fluctuated in a wide range but a fair recovery began around mid-week and prices at present are only 29@32 points below those of Friday of last week.

The collapse of hide futures brought out some re-sale offerings of last winter kill, with sales of branded cows of that dating reported at 11½¢ and some offerings of old light cows around 11½¢ basis. The Association is generally credited with having moved heavy native cows recently around 16½¢ basis, and also several cars native bulls this week at 11½¢. However, bids of 13½¢ for light native cows of summer take-off were reported declined by the Association and packers seem inclined to await further stabilization of outside markets before attempting to do business.

The situation has reached a rather serious stage, in that packers are hesitant about opening trading until there are orders available to take care of the greater part of the accumulation, lest the market reach another stalemate and packers be left holding their fall hides after moving the better quality summer take-off. On the other hand, shoe production will begin to show a seasonal reduction next month and, with leather trade dull at present, tanners are afraid to take the initiative in buying for fear that the prices established might not hold on follow-up business, and the leather market usually reflects very quickly any softening of prices for raw stock. Tanners appear to be less concerned about actual prices than about the future trend of the market. There is a general hope and some expectation that action will follow general discussion of the subject at the annual meeting of the Tanners' Council here late next week.

Receipts of cattle at the seven western markets for first four days this week were 189,000 head, against 172,000 last week and 186,000 for same period a year ago. Lighter receipts are expected following the decline in prices the last few days.

Total visible stocks of all hides and leather at end of August were equivalent to 14,791,000 hides, as against 15,134,000 at end of July and 17,343,000 at end of August 1936. This represents about 7.5 months' supply at end of August, compared with 9.0 months' supply at end of August 1936, and a five year average from 1925 through 1929 of 8.77 months.

OUTSIDE SMALL PACKER HIDES.—Quotations on outside small packer stock are only nominal. While good light average natives are salable around 12½¢, selected, Chgo. freight, offerings have not been coming out this week and apparently none available that basis. Some quote the market 13@13½¢ in a nominal way, although some tanners indicate they would not be interested at 12¢. Further firming up of the futures market will undoubtedly be reflected in this market but upper leather tanners show very little interest during the present unsettlement of all markets. Chicago take-off quoted around 13½¢@14¢ in a strictly nominal way, based on reported bids of 13½¢ for small packer light cows.

FOREIGN WET SALTED HIDES.—The South American market was active at lower prices. A pack of 4,000 Anglos sold early at 91 pesos, equal to about 14½¢, c.i.f. New York, as against 96½ pesos or 15½¢ paid previous week; 4,000 LaBlancas followed at 88 pesos or 14½¢. Later, 6,000 LaBlancas, 5,000 Swift LaPlatas and 4,000 Anglos sold to the States at 84 pesos or 13½¢@13¾¢; 4,500 Sansinena Corp., 4,500 Anglos and 6,000 other Argentine steers moved to the United Kingdom also at 84 pesos or 13½¢@13¾¢. There was also some trading in reject steers at similar declines. This price of about 13¾¢ for heavy steers, with duty added, figures about 15½¢ for late winter take-off.

COUNTRY HIDES.—Trading remained at a standstill on country hides this week, with no established market and quotations only nominal and mostly a matter of opinion, due to lack of interest on the part of buyers and the lack of pressure from sellers, whose holdings are rather light. Untrimmed all-weights are quoted nominally 10@10½¢, selected, del'd Chicago, but offerings limited. Heavy steers and cows 9¼¢@10¢, trimmed, for lots running mostly cows. Trimmed buff weights around 10½¢, nom. Extremes range around 12¢, selected, trimmed, with some quoting ¼¢ up or down from this figure. Bulls quoted around 8¼¢@9¢, flat. Glues last sold at 9¢, flat. All-weight branded hides about 9½¢@10¢ nom.

CALFSKINS.—In the absence of any apparent interest, packer calfskins are quoted on basis of last sales of Sept. production by one packer at 22¢ for northern heavies 9½/15 lb., 21¢ for River point heavies, and 20¢ for lights under 9½ lb. Other packers holding September production and also a few August heavies, but there is no disposition being shown to press for business at the moment.

Chicago city calfskins, both 8/10 and 10/15 lb., are offered at 17¢, with indications in some directions that 16½¢

would be accepted, but best bid at present is 15¢ and collectors seem inclined to wait out the present disturbance in markets. Outside cities, 8/15 lb., quoted nominally around 16½¢. Some offerings of outside small packer calf at 14½¢, selected, late this week met with no interest on part of buyers. Straight countries quoted 12½¢@13¢ nom. Chicago city light calf and deacons still held at \$1.15@1.20 in absence of bids, with buyer's ideas generally closer to \$1.00@1.10.

KIPSKINS.—Packer kipskins are in the best position of any item on the list and fairly well sold up to October 1st, with last trading in Sept. kips at 18¢ for northern natives, 17¢ for northern over-weights, southern a cent less, and branded kips 15½¢.

Buyers showing no interest in Chicago city kipskins and offerings at 16@16½¢ meeting with no bids. Outside cities around 15½¢@16¢ nom.; straight countries 12@12½¢ nom.

Packers still quoting regular slunks at \$1.00, with buyers' ideas around 10@15¢ less in a nominal way.

HORSEHIDES.—The market on horsehides has been demoralized, with quotations only nominal. Choice city renderers, with full manes and tails, quoted around \$4.00@4.25 nom., selected, f.o.b. nearby points; ordinary trimmed renderers \$3.60@3.90, del'd Chicago, according to section and quality; mixed city and country lots \$3.25@3.50 nom., Chicago.

SHEEPSKINS.—Dry pelts quoted nominally 18@19¢, del'd Chicago. One big packer sold a car straight No. 1 shearlings at \$1.10, or 5¢ down, and a bid of \$1.10 was declined in another direction for selected No. 1's. Production at present running mostly No. 1's, with No. 2's quoted nominally around \$1.00 and No. 3's about 75¢. The lack of interest in the wool market, with low bids confined to distress offerings, has been reflected in the market on all pelts and skins. Last sales reported on packer pickled skins were at \$7.00 per doz. big packer lamb and, while not offered lower in absence of bids, it is intimated in some directions that bids 25@50¢ less might be accepted. Quotations on packer lamb pelts continue only nominal at \$1.55@1.75 per cwt. live lamb.

New York

PACKER HIDES.—No action is expected in this market until tanners and packers arrive at some basis of trading in the western market, and this has been further delayed this week by the collapse of other commodity and security markets.

CALFSKINS.—No action on calfskins this week and sellers quoting last sale prices in a nominal way, with buyers talking 10@15¢ less. Some quoting collectors' 4-5's \$1.10@1.15, 5-7's \$1.40@1.50, 7-9's \$1.70@1.80, and 9-12's around \$2.75. Last reported packer sales were 5-7's at \$1.80, 7-9's at \$2.20 and 9-12's at \$3.20.

N. Y. HIDE FUTURE MARKETS

Saturday, Oct. 16, 1937—Close: Dec. 13.10@13.12; Mar. 13.42@13.45; June 13.74 b; Sept. 14.05 b; sales 17 lots. Closing 6@8 higher.

Monday, Oct. 18, 1937—Close: Dec. 12.31 sale; Mar. 12.64@12.65 sales; June 12.96@13.00; Sept. 13.27 nom; sales 128 lots. Closing 78@79 lower.

Tuesday, Oct. 19, 1937—Close: Dec. 12.06@12.13; Mar. 12.40 sale; June 12.72 bid; Sept. 13.05 nom; sales 267 lots. Closing 22@25 lower.

Wednesday, Oct. 20, 1937—Close: Dec. 12.31@12.35; Mar. 12.67 sales; June 12.97 sales; Sept. 13.28 nom; sales 138 lots. Closing 23@27 higher.

Thursday, Oct. 21, 1937—Close: Dec. 12.70@12.73; Mar. 13.05 sales; June 13.39 sales; Sept. 13.70 nom; sales 195 lots. Closing 38@42 higher.

Friday, Oct. 22, 1937—Close: Dec. 12.40@12.45; Mar. 12.75@12.76 sales; June 13.09@13.10; Sept. 13.40 nom; sales 69 lots. Closing 30 lower.

CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Oct. 22, 1937, with comparisons:

PACKER HIDES.			
	Week ended Oct. 22.	Prev. week.	Cor. week, 1936.
Spr. nat. str.	18 1/2 @ 19 1/2	19 @ 19 1/2	15 @ 15 1/2
Hvy. nat. str.	18 1/2 @ 19 1/2	18 1/2 @ 19 1/2	14 1/2 @ 15
Hvy. Tex. str.	18 @ 19 1/2	18 1/2 @ 19 1/2	14 1/2 @ 15
Hvy. brnd'd str.	18 @ 19 1/2	18 1/2 @ 19 1/2	14 1/2 @ 15
Hvy. Col. str.	17 1/2 @ 19	18 @ 19	14 @ 14 1/2
Ex-light Tex. str.	15 @ 16 1/2	15 1/2 @ 16 1/2	@ 11 1/2
Brnd'd cows	15 @ 16 1/2	15 1/2 @ 16 1/2	@ 11 1/2
Hvy. nat. cows	16 1/2 @ 18	17 1/2 @ 18	@ 13
Lt. nat. cows	15 @ 17	15 1/2 @ 17	@ 11 1/2
Nat. bulls	11 1/2 @ 13 1/2	13 @ 13 1/2	@ 10
Brnd'd bulls	10 1/2 @ 12 1/2	12 @ 12 1/2	@ 9
Calfskins	20 @ 22	20 @ 22	20 @ 21 1/2
Kips, nat.	@ 18	@ 18	@ 16 1/2
Kips, ov-wt.	@ 17	@ 17	@ 15
Kips, brnd'd	@ 15 1/2	@ 15 1/2	@ 13 1/2
Slunks, reg.	90 @ 1.00	90 @ 1.00	@ 1.05
Slunks, hrls.	40 @ 50	45 @ 50	40 @ 45

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND OUTSIDE SMALL PACKERS.

Nat. all-wts.	13 @ 14	13 1/2 @ 14 1/2	10 1/2 @ 11 1/2
Branded	12 1/2 @ 13 1/2	13 @ 13 1/2	10 @ 10 1/2
Nat. bulls	11 @ 11 1/2	@ 11 1/2	8 1/2 @ 9
Brnd'd bulls	10 @ 10 1/2	@ 10 1/2	7 1/2 @ 8
Calfskins	@ 16 1/2	@ 17	17 1/2 @ 18
Kips	@ 16 1/2	@ 16 1/2	14 @ 14 1/2
Slunks, reg.	80 @ 90	80 @ 90	85 @ 95
Slunks, hrls.	35 @ 40	35 @ 40	25 @ 35

COUNTRY HIDES.

Hvy. steers	9 1/2 @ 10	10 @ 10 1/2	@ 8
Hvy. cows	9 1/2 @ 10	10 @ 10 1/2	@ 8
Buffs	10 1/2 @ 10 1/2	11 @ 11 1/2	9 @ 9 1/2
Extremes	11 1/2 @ 12 1/2	12 1/2 @ 13	@ 10 1/2
Bulls	8 1/2 @ 9	9 @ 9 1/2	7 @ 7 1/2
Calfskins	12 1/2 @ 13	13 @ 13 1/2	12 1/2 @ 13
Kips	12 @ 12 1/2	12 1/2 @ 13	@ 11 1/2
Light calf	70 @ 80	70 @ 80	85 @ 1.00
Deacons	70 @ 80	70 @ 80	85 @ 1.00
Slunks, reg.	50 @ 60	50 @ 60	65 @ 75
Slunks, hrls.	15 @ 20	15 @ 20	10 @ 15
Horsehides	3.25 @ 4.25	3.50 @ 4.50	3.10 @ 3.80

SHEEPSKINS.

Phr. lambs	.....	.....	.....
Sm. phr.	.....	.....	.....
Phr. lambs	.....	1.25 @ 1.35	.....
Phr. shearings	@ 1.10	@ 1.15	95 @ 1.00
Dry pelts	@ 19	@ 20	18 1/2 @ 19

Watch Classified page for bargains in equipment.

Week Ending October 23, 1937

WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS

Provisions

Hog products were weaker latter part of week. October liquidation on deliveries of over 4,000,000 lbs. on contract on Friday scattered selling on barely steady grain and cotton oil markets. Commission houses and spreaders bought lard on the declines. Cash trade fair, hogs lower. Top at Chicago was \$10.15.

Cottonseed Oil

Cotton oil backed and filled the latter part of week, awaiting announcement of government buying plans. Cash oil demand continued very good; hedge selling very light, as crude was moving slowly and firm. Texas was selling at 6 1/2c, Southeast and Valley 6 1/4c bid.

Quotations on bleachable cottonseed oil at close of market on Friday were: Dec. 7.33@7.36; Jan. 7.33@7.34; Mar. 7.34; May 7.38 sales. Tone Steady. Sales 99 lots.

Tallow

Tallow, extra 6 1/2c lb. f.o.b.

Stearine

Stearine, 9c.

Friday's Lard Markets

New York, Oct. 22, 1937.—Prices are for export. Lard, prime Western, \$10.20 @ 10.30; middle Western \$10.10 @ 10.20; city, 9 1/2c; refined Continent 11 1/4c; South American, 11 1/2c; Brazil kegs, 12c; compound, 10 1/2c in carlots.

BRITISH PROVISION MARKETS

(Special Cable to The National Provisioner.)

Liverpool, October 21, 1937—General provision market dull; fair demand for A. C. hams and pure lard.

Friday's prices were: Hams, American cut, 109s; hams, long cut, unquoted; Liverpool shoulders, square, unquoted; picnics, unquoted; short backs, unquoted; bellies, English, 84s; Wiltshires, unquoted; Cumberlands, 69s; Canadian Wiltshires, 82; Canadian Cumberlands, 81s; spot lard, 63s 6d.

YARD RATES CUT UPHELD

Reduction in rates for stockyards services at the Denver Union Stockyards, ordered by the U. S. Department of Agriculture in March and contested by the stockyards, has been upheld by unanimous decision of a U. S. statutory court of three judges. The department held value of railroad terminal facilities was not properly a part of rate base for estimating stockyard rates and charges, and that value of unloading and loading facilities should not be included in rate base. The department also held that value of property used in connection with local livestock exhibitions should not be included in rate base, notwithstanding beneficial effect of livestock shows on the livestock industry and others concerned.

OIL IMPORTS AND EXPORTS

Foreign trade in vegetable oils and oil bearing seeds during August, 1937:

IMPORTS.		
	Quantity, lbs.	Value.
Vegetable oils and seeds:		
Copra (free)	83,909,145	\$2,876,448
Sesame seed	309,304	13,858
Sesame oil	2,181,454	124,648
Peanut oil	1,263,941	80,212
Corn oil, edible	2,172,379	153,617
Cottonseed oil	11,494,182	730,491
Babassu nuts and kernels	1,028,215	56,434
Palm nuts and kernels	11,064,040	432,977
Indeible vegetable oils:		
Cocunut oil	31,637,355	1,955,588
Palm oil	49,508,149	1,860,730
Palm kernel oil	12,816,869	892,237
Soybean oil	3,800,996	213,057
Oilseed oil	54,998	5,370
EXPORTS.		
	Quantity, lbs.	Value.
Cottonseed oil, refined	137,443	\$ 15,840
Cottonseed oil, crude	42,249	5,002
Corn oil	67,531	7,421
Cocunut oil, indeible	1,309,807	74,859
Soybean oil	313,362	29,402
Vegetable soap stock	978,141	67,451
Other expressed oils & fats	229,991	19,308

ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to October 22, 1937: To the United Kingdom, 87,814 quarters; to the Continent, 23,891. Last week to United Kingdom, 31,127 quarters; to the Continent, 84,881.

MEAT AND LARD EXPORTS

Exports of bacon and lard through port of New York during week ended October 22, 1937 totaled 146,192 lbs. of lard and 123,000 lbs. of bacon.

LIVE STOCK MARKETS

WEEKLY REVIEW

BEEF CATTLE SITUATION

Marketings of grain fed cattle will be much larger in 1938 than in 1937, prices will be lower, marketings of cows, heifers and calves will be less, wide price spread between top and lower grades will be narrowed and slaughter supplies of both cattle and calves will be less, with bulk of decrease occurring in first half of 1938, the Bureau of Agricultural Economics points out in its mid-October beef cattle review.

With larger feed-grain production this year than last the number and proportion of cattle to be fed this winter and spring probably will be considerably in excess of the number and proportion fed in 1936-37. Hence, marketings of grain-fed cattle in 1938 will be much larger than in 1937, the Bureau states. Prices of the better grades of slaughter cattle are expected to decline by more than the usual seasonal amount in the first half of next year.

Top prices paid for cattle in late September reached the highest level for the month on record. At \$19.90 per 100 pounds, top prices at Chicago were exceeded only in the period from December 1918 to April 1919 and in November and December 1919. The high prices paid for the best grades this year, both absolutely and relative to prices for lower grades, were due principally to the short supplies of well-finished, grain-fed cattle. Prices of the lower grades of slaughter cattle declined somewhat in September as a result of a seasonal increase in marketings of such cattle and prices of nearly all kinds declined in the first half of October, with a sharp break in top prices in that period.

Marketings of cows, heifers, and calves in 1938 probably will be smaller than in the present year because of the tendency for restocking in many areas. Prices of the lower grades of slaughter cattle are expected to advance seasonally

in the first half of 1938, and the average for the year may be as high as or higher than that in 1937. The present unusually wide spread between better grades and lower grades of slaughter cattle probably will be narrowed considerably in the next 6 months.

Slaughter supplies of both cattle and calves in 1938 are expected to be smaller than in 1937, with most of the decrease occurring in the first half of the year. Average live weight of cattle slaughtered, however, will be somewhat heavier than in the present year.

LIVESTOCK AT 69 MARKETS

Movement during September, 1937.

CATTLE.			
	Receipts.	Local slaughter.	Shipments.
Sept., 1937.....	1,621,092	802,173	795,547
Sept., 1936.....	1,614,513	910,370	694,080
Sept. av. 5 yrs. .	1,701,341	904,764	786,861
CALVES.			
Sept., 1937.....	738,863	445,203	298,899
Sept., 1936.....	649,369	429,086	234,298
Sept. av. 5 yrs. .	626,565	423,540	209,627
HOGS.			
Sept., 1937.....	1,533,311	1,071,226	453,694
Sept., 1936.....	1,918,897	1,263,114	673,238
Sept. av. 5 yrs. .	2,850,306	2,181,743	683,470
SHEEP AND LAMBS.			
Sept., 1937.....	2,993,509	1,162,592	1,806,070
Sept., 1936.....	2,766,011	1,125,500	1,596,502
Sept. av. 5 yrs. .	3,012,375	1,245,109	1,740,232

U. S. INSPECTED HOG KILL

At 8 points for the week ended October 17, 1937:

	Week ended Oct. 17	Prev. week.	Cor. week, 1936.
Chicago	64,198	68,613	84,201
Kansas City, Kansas.....	18,598	25,072	31,522
Omaha	13,051	17,342	23,319
St. Louis & East St. Louis.....	40,521	39,486	41,872
Sioux City	7,939	10,381	15,635
St. Joseph	12,252	15,695	16,587
St. Paul	42,532	40,977	60,197
N. Y., Newark & J. C. .	47,618	43,399	49,131
Total	246,609	260,965	322,464

CORN BELT DIRECT TRADING

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., October 21, 1937.—At 20 concentration points and 10 packing plants in Iowa and Minnesota, hog receipts increased somewhat compared with the preceding week. General quality was improved and bulk of supply comprising spring farrowed pigs. Trade undertone was slow and weak during most of the period. Market Thursday was unevenly 50¢@85¢ lower than last Saturday on all classes. Current prices good and choice 180 to 250 lb. hogs mostly \$9.35@9.50, some choice to \$9.60; 250 to 270 lb., \$9.25@9.50; 270 to 290 lb., \$9.05@9.40; 290 to 350 lb., \$8.65@9.15; good and choice 160 to 180 lb., \$8.90@9.50; light lights \$8.50@9.00; good sows, 425 lbs. down, \$8.00@8.50, heavier down to \$7.65 and less.

Receipts week ended October 21, 1937:

	This week.	Last week.
Friday, Oct. 15.....	15,400	9,000
Saturday, Oct. 16.....	17,900	8,800
Monday, Oct. 18.....	35,300	21,500
Tuesday, Oct. 19.....	13,700	9,500
Wednesday, Oct. 20.....	15,400	14,500
Thursday, Oct. 21.....	12,700	14,700

CALIF. INSPECTED SLAUGHTER

State-inspected kill September, 1937:

	Number.
Cattle	61,582
Calves	35,326
Hogs	51,070
Sheep	112,088

Meat food products produced:

	Lbs.
Sausage	2,983,855
Pork and beef.....	1,603,094
Lard and lard substitutes.....	856,147
Chili	6,600
Total	5,449,696

Watch Classified page for good men.



No Wallflowers

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THE SALE'S IN THE BAG IF IT'S A BEMIS BAG

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended October 16, 1937.

CATTLE.

	Week ended Oct. 16.	Prev. week.	Cor. week, 1936.
Chicago	25,513	25,905	36,268
Kansas City	29,181	28,390	29,551
Omaha	17,766	23,390	24,385
East St. Louis	14,090	11,001	23,126
St. Joseph	6,703	6,398	8,484
Sioux City	7,725	8,199	11,058
Wichita	3,977	4,015	4,005
Fort Worth	8,148	9,869	5,897
Philadelphia	2,106	1,704	1,653
Indianapolis	2,008	1,565	2,006
New York & Jersey City	5,558	5,714	11,041
Oklahoma City	7,967	9,668	12,071
Cincinnati	5,296	3,700	4,418
Denver	6,840	6,313	5,965
St. Paul	14,386	14,442	18,089
Milwaukee	4,188	3,860	4,391
Total	164,453	164,031	202,408

*Cattle and calves.

HOGS.

Chicago	64,198	68,013	84,201
Kansas City	18,598	25,072	31,522
Omaha	13,051	19,506	24,206
East St. Louis	40,521	39,486	41,872
St. Joseph	12,252	15,695	18,871
Sioux City	8,397	10,381	16,228
Wichita	4,088	5,002	6,083
Fort Worth	8,807	7,555	3,289
Philadelphia	15,723	14,235	13,998
Indianapolis	7,493	8,214	11,470
New York & Jersey City	48,060	44,689	40,131
Oklahoma City	4,775	6,035	8,509
Cincinnati	13,646	10,238	14,563
Denver	12,702	9,377	8,969
St. Paul	42,532	40,977	60,197
Milwaukee	14,612	14,033	18,983
Total	316,611	333,408	409,620

SHEEP.

Chicago	43,682	42,720	41,347
Kansas City	18,827	27,084	28,015
Omaha	18,609	25,696	18,628
East St. Louis	10,198	9,640	7,753
St. Joseph	15,817	11,520	14,885
Sioux City	13,251	9,532	13,475
Wichita	1,475	1,437	1,268
Fort Worth	3,700	3,365	3,884
Philadelphia	5,951	4,497	2,833
Indianapolis	4,559	3,668	2,385
New York & Jersey City	74,067	48,595	58,787
Oklahoma City	1,702	1,159	513
Cincinnati	7,574	5,738	3,539
Denver	13,975	15,212	10,241
St. Paul	26,774	21,470	35,383
Milwaukee	2,254	1,906	2,609
Total	262,415	230,337	245,645

CANADIAN LIVESTOCK PRICES

BUTCHER STEERS.

Up to 1,050 lbs.

Top Prices	Week ended Oct. 14.	Last week.	Same week, 1936.
Toronto	\$10.00	\$10.00	\$ 5.75
Montreal	9.25	9.25	6.25
Winnipeg	7.50	8.00	5.00
Calgary	6.00	6.00	5.00
Edmonton	5.50	6.00	4.50
Prince Albert	4.50	6.00	3.50
Moose Jaw	4.00	6.75	4.00
Saskatoon	6.00	6.00	3.75

VEAL CALVES.

Toronto	\$10.50	\$10.00	\$ 9.00
Montreal	9.50	9.50	8.50
Winnipeg	7.00	7.00	5.50
Calgary	6.00	6.00	3.50
Edmonton	6.00	6.00	4.00
Prince Albert	5.00	5.00	3.00
Moose Jaw	5.50	5.25	4.00
Saskatoon	6.00	6.00	4.25

BACON HOGS.

Toronto	\$ 9.35	\$ 9.75	\$ 8.25
Montreal (3)	9.50	10.00	8.60
Winnipeg (1)	8.50	9.00	7.75
Calgary	9.00	9.00	7.60
Edmonton	8.75	9.00	7.60
Prince Albert	8.75	8.75	7.50
Moose Jaw	8.80	8.85	7.50
Saskatoon	8.50	8.75	7.50

(1) Montreal and Winnipeg hogs sold on a "fed and watered" basis. All others "off trucks."

GOOD LAMBS.

Toronto	\$ 8.00	\$ 8.25	\$ 8.25
Montreal	8.00	8.50	7.75
Winnipeg	6.75	6.75	6.75
Calgary	6.85	6.75	5.00
Edmonton	6.50	6.75	5.75
Prince Albert	6.00	6.25	5.50
Moose Jaw	6.25	6.50	...
Saskatoon	6.00	6.25	5.85

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, October 21, 1937, as reported by the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs, excluded). CHICAGO. E. ST. LOUIS. OMAHA. KANS. CITY. ST. PAUL.

Lt. wt., 140-160 lbs.,					
Good-choice	\$ 9.35@10.35	\$ 9.75@10.25	\$ 9.25@ 9.60	\$ 9.50@ 9.90	\$ 9.80@ 9.90
Medium	8.85@ 9.85	9.25@10.10	8.75@ 9.40	9.25@ 9.65	9.65@ 9.80

Lt. Wt., 160-180 lbs.,					
Good-choice	9.85@10.35	10.15@10.25	9.40@ 9.75	9.65@ 9.90	9.80@ 9.80
Medium	9.25@ 9.90	9.65@10.05	9.00@ 9.60	9.40@ 9.70	9.65@ 9.80

Lt. wt., 180-200 lbs.,					
Good-choice	9.90@10.40	10.00@10.10	9.60@ 9.80	9.70@10.00	9.80@ 9.90
Medium	9.50@10.10	9.50@10.00	9.25@ 9.70	9.50@ 9.80	9.50@ 9.80

Med. wt.,					
200-220 lbs., gd-ch.	9.90@10.40	10.00@10.10	9.70@ 9.95	9.80@10.00	9.80@ 9.80
220-250 lbs., gd-ch.	9.90@10.40	10.00@10.05	9.70@ 9.95	9.70@ 9.90	9.60@ 9.65

Hvy. wt.,					
250-290 lbs., gd-ch.	9.65@10.20	9.75@10.05	9.50@ 9.80	9.70@ 9.90	9.10@ 9.60
290-350 lbs., gd-ch.	9.25@ 9.90	9.50@ 9.85	9.15@ 9.60	9.50@ 9.80	8.80@ 9.25

PACKING SOWS:

275-350 lbs., good	9.15@ 9.35	8.75@ 9.00	8.50@ 8.75	8.65@ 9.00	8.35@ 8.55
350-425 lbs., good	8.90@ 9.15	8.60@ 8.90	8.40@ 8.65	8.40@ 8.75	8.15@ 8.40
425-550 lbs., good	8.60@ 8.90	8.50@ 8.75	8.25@ 8.50	8.00@ 8.65	8.05@ 8.25
275-550 lbs., medium	8.25@ 9.15	7.75@ 8.75	7.90@ 8.50	7.75@ 8.75	8.05@ 8.40

SLAUGHTER PIGS, 100-140 lbs.:

Good-choice	8.75@10.10	9.15@10.10	8.75@ 9.75	9.90@10.50	
Medium	8.25@ 9.35	8.65@ 9.85	8.50@ 9.50		

Slaughter Cattle, Calves and Vealers:

STEERS, 550-900 lbs.,					
Choice	14.00@17.25	11.75@16.00	11.75@16.50	11.75@15.50	13.00@16.50
Good	9.75@15.50	9.50@14.25	9.25@14.25	9.25@14.00	9.25@14.25
Medium	8.25@10.25	8.00@ 9.75	7.25@ 9.50	7.00@10.00	7.50@ 9.75
Common (plain)	6.25@ 8.50	6.50@ 8.00	5.50@ 7.50	5.50@ 7.00	6.00@ 7.75

STEERS, 900-1100 lbs.,					
Prime	17.25@19.00				
Choice	15.50@18.50	14.25@16.50	14.25@17.25		14.25@17.25
Good	10.50@17.25	9.75@14.75	9.50@14.75	10.00@14.50	9.75@15.00
Medium	8.50@11.50	8.00@10.75	7.50@10.50	7.00@10.50	7.75@10.75
Common (plain)	7.00@ 8.50	6.75@ 8.50	5.75@ 8.00	5.75@ 7.50	6.25@ 8.00

STEERS, 1100-1300 lbs.,					
Prime	18.50@19.50				
Choice	17.25@18.75	14.75@16.00	14.75@17.25		15.00@17.50
Good	11.75@17.50	10.75@15.25	10.50@15.25	10.50@15.25	10.75@15.50
Medium	8.50@11.75	8.50@12.00	8.00@11.50	7.50@11.50	8.00@11.50

STEERS, 1300-1500 lbs.,					
Prime	18.75@19.50				
Choice	17.50@18.75	15.25@16.75			15.25@17.50
Good	11.75@17.50	12.00@15.25	11.50@15.50		11.25@15.50

HEIFERS, 550-750 lbs.,					
Choice	13.75@14.75	11.50@13.50	10.75@13.50	10.25@13.00	11.75@13.75
Good	10.50@13.75	9.00@11.50	8.25@10.75	8.50@11.00	8.75@11.75
Common (plain), medium	5.50@10.50	5.50@ 9.00	4.50@ 8.75	5.00@ 8.75	4.75@ 9.00

HEIFERS, 750-900 lbs.,					
Good-choice	9.25@15.75		8.75@14.25	8.75@13.50	8.75@14.25
Common (plain), medium	5.75@10.50		4.75@ 8.75	5.00@ 8.75	5.00@ 9.25

COWS:					
Choice	8.50@10.00				
Good	6.75@ 8.50	6.25@ 8.50	5.50@ 8.00	6.25@ 8.00	6.25@ 7.50
Common (plain), medium	5.25@ 6.75	4.75@ 6.25	4.75@ 6.00	4.75@ 6.75	4.35@ 6.25
Low cutter-cutter	3.75@ 5.25	3.25@ 4.75	3.75@ 4.75	3.25@ 4.75	3.25@ 4.50

BULLS (Yearlings excluded):					
Good (beef)	6.90@ 8.25	6.75@ 7.50	6.75@ 7.25	6.25@ 6.75	5.75@ 6.75
Cutter, com. (plain), med.	5.50@ 7.25	4.75@ 6.75	5.00@ 7.00	4.25@ 6.25	4.25@ 6.00

VEALERS:					
Good-choice	11.00@12.00	10.00@11.25	8.50@10.00	8.00@11.00	8.50@10.50
Medium	8.50@11.00	8.50@10.00	7.00@ 8.50	6.00@ 8.00	7.00@ 8.50
Cull-common (plain)	6.00@ 8.50	4.50@ 8.50	4.50@ 7.00	5.00@ 6.00	4.50@ 7.00

CALVES, 250-500 lbs.,					
Good-choice	8.00@12.50	8.00@11.25	7.00@10.00	6.50@10.00	7.50@10.50
Common (plain), medium	5.00@ 8.00	4.50@ 8.00	4.50@ 7.00	4.00@ 6.50	5.00@ 7.50

Slaughter Lambs and Sheep:

SPRING LAMBS:					
Choice	10.00@10.35	9.50@10.25	9.75@10.25	9.50@ 9.90	9.50@ 9.75
Good	9.25@10.00	9.25@10.00	8.25@ 9.75	8.75@ 9.50	9.00@ 9.50
Medium	8.00@ 9.25	8.00@ 9.00	8.50@ 9.25	7.75@ 8.75	8.25@ 9.00
Common (plain)	7.00@ 8.00	7.00@ 8.00	7.50@ 8.50	6.50@ 7.75	7.00@ 8.25

Yearling wethers (shorn):					
Good-choice	3.00@ 4.25	3.25@ 4.25	3.25@ 4.00	3.25@ 4.00	3.50@ 4.50
Medium	2.25@ 3.00	2.00@ 3.25	1.75@ 3.25	2.25@ 3.25	2.25@ 3.50

NEW YORK LIVESTOCK

Receipts week ended October 16, 1937:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	5,420	10,778	3,901	38,471
Central Union	1,565	1,829	...	15,761
New York	117	3,050	20,067	7,654
Total	7,092	15,357	24,058	61,886
Last week	2,288	8,911	24,176	38,652
Two weeks ago	6,352	16,170	21,370	85,268

PACIFIC COAST LIVESTOCK

Receipts five days ended Oct. 16:

	Cattle.	Calves.	Hogs.	Sheep.
Los Angeles	7,223	2,491	1,780	1,981
San Francisco	1,115	90	2,150	2,220
Portland	2,925	500	3,825	3,750
DIRECTS—Los Angeles: Cattle, 60 cars; calves, 1 car; hogs, 65 cars; sheep, 119 cars. San Francisco: Cattle, 110 head; calves, 65 head; hogs, 3,100 head; sheep, 1,730 head. Portland: Hogs, 714 head.				

Week Ending October 23, 1937

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PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, October 16, 1937, as reported to The National Provisioner:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	4,174	8,411	5,966
Swift & Co.	2,183	2,961	7,986
Morris & Co.	922		
Wilson & Co.	3,679	3,224	5,755
Anglo-Amer. Prov. Co.	266		
G. H. Hammond Co.	1,822		
Shippers	14,187	10,742	9,668
Others	10,486	16,971	4,908

Brennan Packing Co., 1,920 hogs; Western Packing Co., Inc., 1,757 hogs; Agar Packing Co., 4,282 hogs.

Total: 37,719 cattle; 7,183 calves; 44,918 hogs; 34,283 sheep.

Not including 1,981 cattle, 271 calves, 18,483 hogs and 10,067 sheep bought direct.

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,923	1,682	1,993	3,921
Cudahy Pkg. Co.	2,513	1,307	1,034	3,447
Swift & Co.	2,714	1,436	1,527	3,884
Wilson & Co.	2,245	1,050	1,240	3,659
Indep. Pkg. Co.			841	
M. Kornblum Pkg. Co.	1,385			
Others	10,979	838	3,486	3,916

Total: 22,859 cattle; 6,322 calves; 9,621 hogs; 18,827 sheep.

Not including 12,861 hogs bought direct.

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour and Co.	4,466	2,961	3,636
Cudahy Pkg. Co.	4,546	2,058	4,801
Dold Pkg. Co.	1,568	2,000	
Morris & Co.	1,946	455	768
Swift & Co.	3,993	2,069	3,708
Others		8,437	32,452

Cattle and calves: Eagle Pkg. Co., 26; Greater Omaha Pkg. Co., 157; Geo. Hoffman Pkg. Co., 40; Lewis Pkg. Co., 731; Omaha Pkg. Co., 164; John Roth & Son Pkg. Co., 149; So. Omaha Pkg. Co., 105; Nebraska Beef Co., 222; Lincoln Pkg. Co., 410; Wilson & Co., 230.

Total: 18,755 cattle and calves; 17,713 hogs; 45,365 sheep.

Not including 355 cattle, 2,377 hogs and 4,868 sheep bought direct.

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,986	1,574	4,625	4,012
Swift & Co.	3,338	1,993	4,618	4,513
Morris & Co.	1,526	379	781	
Hunter Pkg. Co.	2,103	1,342	1,580	682
Hell Pkg. Co.			1,717	
Krey Pkg. Co.			1,601	
Laclede Pkg. Co.			2,230	
Shippers	7,674	11,296	15,578	2,958
Others	5,193	686	8,127	1,011

Total: 21,770 cattle; 17,270 calves; 40,947 hogs; 13,156 sheep.

Not including 2,321 cattle, 5,123 calves, 23,475 hogs and 1,699 sheep bought direct.

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,109	681	6,214	7,307
Armour and Co.	2,524	730	5,052	3,958
Others	2,182	102	1,841	882

Total: 6,874 cattle; 1,513 calves; 12,607 hogs; 11,642 sheep.

Not including 872 hogs and 4,557 sheep bought direct.

SIoux CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,375	261	3,080	4,422
Armour and Co.	2,404	233	3,365	4,415
Swift & Co.	1,877	219	1,773	4,271
Shippers	4,127	165	2,591	987
Others	348	10	85	2

Total: 11,131 cattle; 888 calves; 10,864 hogs; 14,097 sheep.

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,460	1,341	2,044	879
Wilson & Co.	2,005	1,753	2,108	823
Others	367	26	623	

Total: 4,832 cattle; 3,120 calves; 4,775 hogs; 1,702 sheep.

Not including 15 cattle bought direct.

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,385	2,657	13,028	9,613
Cudahy Pkg. Co.	1,620	1,948		
Swift & Co.	5,894	4,601	16,467	17,161
M. Rifkin & Son.	494	74		
United Pkg. Co.	3,003	365		
J. T. McMillan Co.				
Others	696	776	8,305	7,764

Total: 15,385 cattle; 10,421 calves; 37,798 hogs; 34,538 sheep.

Not including 189 cattle, 457 calves, 2,664 hogs and 518 sheep bought direct.

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	1,457	259	1,858	7,508
Armour and Co.	1,280	335	1,038	3,726
Cudahy Pkg. Co.	1,378	207	598	2,117
Others	1,595	329	768	564

Total: 5,710 cattle; 1,130 calves; 3,762 hogs; 13,975 sheep.

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,434	981	1,631	742
Dold Pkg. Co.	797	79	1,129	8
Wichita D. B. Co.	18			
Dunn-Ostertag	95			
Fred W. Dold	139		313	
Sundowner Pkg. Co.	70		104	
Pioneer Cattle Co.	5			
Keefe Pkg. Co.	342			

Total: 2,909 cattle; 1,060 calves; 3,177 hogs; 750 sheep.

Not including 17 cattle, 911 hogs and 725 sheep bought direct.

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	2,181	4,353	14,551	2,052
Omaha Pkg. Co.	100			1,241
Corkran Hill			182	
N. Y. B. D. M.				
Armour and Co.	1,000	2,172		
Michels Pkg. Co.	32	33		
Shippers	329	15	49	175
Others	1,001	866	27	318

Total: 4,662 cattle; 7,439 calves; 14,809 hogs; 3,786 sheep.

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan Co.	1,642	704	6,041	4,333
Armour and Co.	870	315	1,625	
Hilgelmier Bros.			712	
Meier Pkg. Co.	68	7	322	
Stark & Wetzel	111	9	289	
Maass Hartman Co.	42	20		
Stumpf Bros.			95	
Wabnitz and Deters.	62	75	190	34
Shippers	2,190	1,282	19,503	7,607
Others	1,165	146	187	201

Total: 6,167 cattle; 2,558 calves; 28,944 hogs; 12,175 sheep.

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Son.		34		333
E. Kahn's Sons.	777	257	6,751	3,529
Lohrey Pkg. Co.	3		274	
H. H. Meyer Pkg. Co.	18		3,475	
J. Schlachter's Son.	185	145		107
J. & F. Schroth P. Co.	20		2,601	
J. F. Stegner & Co.	225	136		6
Shippers	252	211	3,498	
Others	1,945	867	591	387

Total: 3,423 cattle; 1,650 calves; 17,185 hogs; 4,362 sheep.

Not including 657 cattle, 48 calves, 1,820 hogs and 2,897 sheep bought direct.

FORT WORTH.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,239	3,464	2,162	1,688
Swift & Co.	4,235	3,255	2,051	2,012
City Pkg. Co.	273	81	493	
Blue Bonnet Pkg. Co.	237	42	106	
H. Rosenthal Pkg. Co.	164	26	85	

Total: 8,148 cattle; 6,868 calves; 4,897 hogs; 3,700 sheep.

RECAPITULATION.

CATTLE.

	Week ended Oct. 16.	Prev. week.	Cor. week.
Chicago	37,719	39,051	55,778
Kansas City	22,859	22,263	22,283
Omaha	18,755	22,092	24,139
East St. Louis	21,770	22,497	21,151
St. Joseph	6,874	5,987	6,793
St. Louis	11,131	10,413	12,492
Okahoma City	4,832	6,099	7,130
Wichita	2,900	2,848	2,888
Denver	5,710	5,243	6,181
St. Paul	15,385	16,917	20,785
Milwaukee	4,662	4,720	4,985
Indianapolis	6,167	5,040	7,961
Cincinnati	3,423	3,330	3,943
Ft. Worth	8,148	9,869	5,997

Total: 170,335 cattle; 176,374 calves; 202,206 hogs; 249,678 sheep.

HOGS.

	Week ended Oct. 16.	Prev. week.	Cor. week.
Chicago	44,918	47,928	50,213
Kansas City	9,621	10,893	14,516
Omaha	17,713	19,046	34,905
East St. Louis	40,947	34,703	37,124
St. Joseph	12,607	15,278	22,091
St. Louis	10,864	10,666	23,279
Okahoma City	4,775	6,035	6,955
Wichita	3,177	4,096	4,235
Denver	3,762	3,677	6,594
St. Paul	37,798	36,925	67,010
Milwaukee	14,809	14,047	19,176
Indianapolis	28,944	30,028	32,367
Cincinnati	17,185	13,883	18,927
Ft. Worth	4,897	7,555	3,286

Total: 252,017 hogs; 254,750 calves; 249,678 sheep.

SHEEP.

	Chicago	Kansas City	Omaha	East St. Louis	St. Joseph	St. Louis	Okahoma City	Wichita	Denver	St. Paul	Milwaukee	Indianapolis	Cincinnati	Ft. Worth
	34,283	30,028	51,922	27,984	46,927	46,927	20,465	9,949	13,162	10,572	12,180	14,128	1,702	1,159
	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000

Total: 212,358 sheep; 216,970 calves; 259,297 hogs.

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Oct. 11	15,511	2,524	12,067	17,102
Tues., Oct. 12	7,114	1,948	15,134	6,611
Wed., Oct. 13	8,320	1,181	13,757	9,212
Thurs., Oct. 14	6,083	1,073	12,561	7,357
Fri., Oct. 15	1,140	377	7,150	7,356
Sat., Oct. 16	800	100	3,000	4,000

Total this week: 37,968 cattle; 7,203 calves; 63,669 hogs; 51,828 sheep.
Previous week: 41,038 cattle; 7,093 calves; 57,926 hogs; 46,985 sheep.
Year ago: 58,013 cattle; 9,428 calves; 89,314 hogs; 72,230 sheep.
Two years ago: 52,021 cattle; 9,693 calves; 69,082 hogs; 55,608 sheep.

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Oct. 11	2,633	304	3,190	4,886
Tues., Oct. 12	2,533	645	1,374	2,434
Wed., Oct. 13	3,178	456	1,852	622
Thurs., Oct. 14	3,103	476	1,571	395
Fri., Oct. 15	1,453	133	2,212	1,066
Sat., Oct. 16	100		100	

Total this week: 14,029 cattle; 2,073 calves; 10,499 hogs; 9,439 sheep.
Previous week: 15,638 cattle; 1,627 calves; 7,081 hogs; 9,496 sheep.
Year ago: 21,895 cattle; 2,896 calves; 11,091 hogs; 27,782 sheep.
Two years ago: 15,117 cattle; 1,899 calves; 11,001 hogs; 9,014 sheep.

OCTOBER AND YEAR RECEIPTS.

Receipts thus far this month and 1937 to date with comparisons:

	October	1936	Year	1936
Cattle	82,124	115,066	1,527,847	1,725,445
Calves	14,754	21,191	311,396	329,398
Hogs	131,470	178,395	2,824,782	2,887,824
Sheep	116,403	159,481	2,015,854	1,978,444

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lamba.
Week ended Oct. 16	\$13.35	\$10.70	\$4.35	\$10.50
Previous week	12.65	10.60	4.50	10.25
1936	9.05	9.70	3.25	8.60
1935	10.45	10.05	3.75	9.15
1934	7.65	5.55	1.75	6.00
1933	5.45	4.25	2.25	6.35
1932	6.75	3.50	1.65	5.15
Ave. 1932-1936	\$7.85	\$6.60	\$2.55	\$7.10

RECEIPTS AT CHIEF CENTERS

Week ended Oct. 16, 1937:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended Oct. 16.....	255,000	297,000	378,000
Previous week	295,000	308,000	413,000
1936	296,000	434,000	448,000
1935	352,000	285,000	461,000
1934	341,000	503,000	469,000

At 11 markets:	Hogs.
Week ended Oct. 16.....	235,000
Previous week	243,000
1936	357,000
1935	219,000
1934	439,000
1933	305,000
1932	398,000

At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended Oct. 16.....	186,000	191,000	230,000
Previous week	206,000	194,000	246,000
1936	218,000	304,000	277,000
1935	252,000	184,000	240,000
1934	239,000	376,000	407,000
1933	239,000	247,000	322,000
1932	194,000	323,000	348,000

HOG PRICES WILL BE LOWER

Hog prices are about the equivalent of those of the late months a year ago—somewhat lighter marketings than in the first six months of the 1936-37 hog crop year, when 22,000,000 of the 34,000,000 hogs slaughtered under federal inspection in the entire year were marketed—and a storage and consumer demand somewhat less than last year—these are looked for by the U. S. Bureau of Agricultural Economics, according to its October review of the hog situation.

Slaughter supplies of hogs in the first 6 months of the present hog marketing year (October, 1937 to March, 1938) probably will be smaller than those of a year earlier, the Bureau stated. Demand for hog products for storage and consumer demand for meats in this period, however, are expected to be somewhat weaker than they were in the fall and winter of 1936-37. Hence hog prices in the fall and winter months of the 1937-38 marketing year probably will average little if any higher than those of the corresponding period of 1936-37.

Seasonal decline in hog prices now under way probably will continue through the fall months. Hogs will be fed to heavier weights this marketing year than last, because of the more

plentiful feed grain supplies, and marketings of the greater part of 1937 spring pigs are expected to occur somewhat later than usual.

For 1937-38 as a whole (October, 1937 to September, 1938) the number of hogs slaughtered under federal inspection is expected to be somewhat smaller than in 1936-37, when the total was 34 million head. The total live weight of hogs slaughtered, however, probably will be about the same as a year earlier, because of the increase expected in average weights of hogs marketed.

With a hog-corn price ratio now above average, the number of pigs raised in 1938 will be considerably

larger than in 1937. This increase in the pig crop of 1938, however, will not be reflected in increased hog slaughter until late 1938 or 1939, says the Bureau.

CHICAGO PACKER PURCHASES

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 26,857 cattle, 4,593 calves, 43,167 hogs and 16,721 head of sheep.

See Classified page for good men.

MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics.)

WESTERN DRESSED MEATS

	NEW YORK.	PHILA.	BOSTON.
STEERS, carcasses			
Week ending Oct. 16, 1937.....	5,076	2,479	2,176
Week previous	7,112	2,050	2,322
Same week year ago.....	8,901½	2,814	2,815
COWS, carcasses			
Week ending Oct. 16, 1937.....	3,739	1,589	3,152
Week previous	3,911	1,768	3,387
Same week year ago.....	2,559	1,794	1,862
BULLS, carcasses			
Week ending Oct. 16, 1937.....	455½	608	11
Week previous	392¼	573	81
Same week year ago.....	378	578	11
VEAL, carcasses			
Week ending Oct. 16, 1937.....	9,301	1,830	715
Week previous	12,836	2,278	1,290
Same week year ago.....	12,807	2,546	773
LAMB, carcasses			
Week ending Oct. 16, 1937.....	47,336	14,472	15,366
Week previous	48,780	15,508	17,075
Same week year ago.....	48,450	14,497	17,234
MUTTON, carcasses			
Week ending Oct. 16, 1937.....	5,864	968	1,313
Week previous	4,343	887	1,400
Same week year ago.....	3,748	915	974
PORK CUTS, lbs.			
Week ending Oct. 16, 1937.....	1,715,327	424,195	322,880
Week previous	1,808,575	431,887	208,842
Same week year ago.....	1,663,057	460,225	818,185
BEEF CUTS, lbs.			
Week ending Oct. 16, 1937.....	452,042	.....	.....
Week previous	442,794	.....	.....
Same week year ago.....	385,933	.....	.....

LOCAL SLAUGHTERS

CATTLE, head			
Week ending Oct. 16, 1937.....	8,558	2,106	.....
Week previous	5,714	1,704	.....
Same week year ago.....	11,041	1,653	.....
CALVES, head			
Week ending Oct. 16, 1937.....	15,742	3,117	.....
Week previous	11,463	3,129	.....
Same week year ago.....	15,557	1,579	.....
HOGS, head			
Week ending Oct. 16, 1937.....	48,066	15,723	.....
Week previous	44,689	14,235	.....
Same week year ago.....	48,005	13,998	.....
SHEEP, head			
Week ending Oct. 16, 1937.....	74,067	5,951
Week previous	48,595	4,497
Same week year ago.....	58,787	2,833



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Week Ending October 23, 1937

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FOR FLAVOR APPEAL



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Up and Down

Meat Packing 25 Years Ago

(From The National Provisioner, Oct. 26, 1912.)

Consumer education regarding meat cuts, and use of 70 per cent of the carcass constituting less-demanded cuts, begun by packers when meat prices began to rise, was stimulated by publication of results of work done at University of Illinois on relative economy, composition and nutritive value of various cuts of beef.

A 1912 convention song by Charles Roth of Cincinnati:

If a body meet a body,
Such as you and I,
We are glad to get together
In convention, Why?

Chorus:
Ev'rybody has his troubles,
Troubles of his own,
And all the lads can learn a lot
They couldn't learn alone.

If our products soar much higher,
In the packing trade,
Then our dreams will come more often
Of the pick and spade.

Chorus:
Ev'rybody has his troubles
When his bills he pays,
Let us urge on all the farmers
More animals to raise.

If a body meet a body
In convention here,
Meeting brothers, helping others,
Gladdens all the year.

Increased charges for transportation of lard from points in South Dakota to Chicago and beyond, proposed by the Chicago, Milwaukee and St. Paul R. R., were suspended until April 29, 1913, by the Interstate Commerce Commission. Increases amounted to about 6 per cent of existing rates.

A new meat packing plant was established at Barrancas, Venezuela, to process 25,000 head of cattle annually and make meat extract, gelatine and fertilizers in addition to salt meats.

Kern Packing Co., Portland, Maine, built and equipped a model plant which was regarded as a New England show place in the way of a small packing plant.

Armour and Company opened a new branch house at Chattanooga, Tenn., and took over the branch house of Hammond Standish & Co. at Sault Ste. Marie, Mich.

Twin City Packing & Sausage Co., Menominee, Mich., enlarged its plant.

Fort Worth Packing Co., Fort Worth, Tex., increased its capital stock from \$25,000 to \$50,000.

Standard Casing Co., Chicago, was incorporated with a capital stock of

\$25,000 by B. Levering, H. von Remsperg and J. Rendenbach.

Chicago Board of Trade memberships sold around \$2,300 net to the buyer.

Chicago News of Today

New wholesale sausage and smoked meat market of Buehler Bros., Inc., 1400 W. 46th st., will be formally opened on October 26. The new plant will house sausage manufacturing and meat processing operations, as well as sales activities, and will be the firm's first wholesale unit in Chicago, although it now operates a number of retail stores. A. B. Crampton is manager of the plant.

J. C. Masker, industrial relations department, Swift & Company, Chicago, is engaged in his thirty-fourth season's activities as an official at Big Ten conference football games. His officiating schedule this year includes eight games, among which are the Notre Dame-Navy game on October 23 and Notre Dame-Minnesota game on October 30.

Claxton Lee, of Lacy Lee, Inc., Chicago packinghouse products brokers, returns this weekend from a vacation trip to the East and South.

Packers are supporting the annual Community Fund campaign in the city of Chicago with their usual generous interest and effort.



R. F. EAGLE

The packers' division of the drive has been organized with vice president R. F. Eagle, Wilson & Co., as chairman. Previous chairmen have been heads of the big packer organizations. Dr. Eagle's reputation for "putting over" anything assigned to him probably was responsible for his selection to conduct this division of the campaign this year. Executives of other packing companies are working with him on the committee, and the very large amount allocated to the packers' division undoubtedly will be subscribed. Large packing companies already have sent in their usual generous subscriptions.

R. C. Pollock, general manager, National Live Stock and Meat Board, visited Kansas City, Mo., this week, where he inspected the board's exhibit at the American Royal Live Stock Show.

Robert M. Altman, president, S. Oppenheimer & Co., world-wide casings house, passed away at his home in Chicago on October 16



R. M. ALTMAN

after an illness of nine weeks. "Bob" Altman was one of the best-known men in the casings business and numbered as his friends everyone in the packing industry who had made his acquaintance. He was not only a royal good fellow, but a friend and adviser to numberless meat and sausage executives and processors. He was born in Chicago on October 20, 1889. His grandfather was Simon Florsheim, one of Chicago's oldest residents. His early business experience was as treasurer of the John G. Neumeister Company, food dealers and cheese specialists. He started with S. Oppenheimer & Co. in 1923, working his way up from the manufacturing end of the business, and finally becoming president of the firm. He is survived by his wife, two daughters and a sister.

John C. Wood, of J. C. Wood & Co., Chicago provision brokers, is leading

CHAMPION BACON SLICER

This woman meat cutter competes for a trophy given for the champion bacon slicer of England—where bacon is sliced by hand rather than on the machine scale practised in this country. The contestant is Miss Elsie Price of Quedgey, Gloucester.



**Build Your Dry
Sausage Business with
an Established Brand**



**Circle U Brand
Dry
Sausage**

Omaha Packing Company, Chicago, Ill.

STOCKINETTE

BAGS and TUBING for BEEF—HAM—LAMB
SHEEP—PIGS—CUTS—CALVES
FRANKS, Etc.

*We Have Used Colors to Designate Sizes
for Several Years*

E.S. HALSTED & CO., Inc.
64 PEARL ST., NEW YORK CITY
Joseph Wahlman, Dept. Mgr.
(Formerly with Armour & Company)
Makers of Quality Bags Since 1876



Sheep Bag

F. C. ROGERS, INC.

NINTH AND NOBLE STREETS
PHILADELPHIA

**BROKER
PACKINGHOUSE
PRODUCTS**

HARRY K. LAX, General Manager

*Member of New York Produce Exchange
and Philadelphia Commercial Exchange*

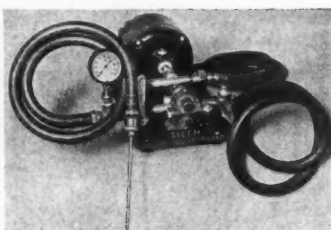
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THE MAN WHO KNOWS**



*Invites you to visit him dur-
ing the Convention at the
DRAKE, Booths 29, 30, 31*

H. J. MAYER & SONS CO.

6819-27 S. Ashland Avenue, Chicago, Illinois
CANADIAN PLANT, WINDSOR, ONTARIO



*Simple
Accurate
Effective
SALEM
Pickle Pump*

Positive SURE CURE Power Pump is a simple, compact unit . . .
not cluttered with useless gadgets. Specially designed for pump-
ing and curing all cuts of meat, sweet pickled or smoked. Write!

THE SALEM TOOL COMPANY
SALEM OHIO

UNITED DRESSED BEEF COMPANY J. J. HARRINGTON & COMPANY City Dressed Beef, Lamb and Veal, Poultry

Oleo Oils
Stearine
Tallowes

Stock Foods
Calf Heads
Cracklings

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Pickled Skins
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Horns
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First Ave. and East River

NEW YORK CITY

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Murray Hill 4-2900

the Chicago Board of Trade's investigation into the recent September corn "corner", which resulted in suspension of trading and enforced settlement of contracts. Mr. Wood was named chairman of the investigating committee.

Countrywide News Notes

"Trade conditions are excellent and I think that as soon as investors get over their jitters the stock market situation will adjust itself satisfactorily," said president R. H. Cabell of Armour and Company this week at Rochester, N. Y., where he attended the opening of a new Armour branch house. Mr. Cabell pointed out that scarcity of farm products and livestock is being overcome rapidly, and predicted that within a few months meat supplies will be back to normal. He pointed to the new branch as evidence that Armour and Company believes conditions will continue to improve. The new Armour unit at Rochester is a 3-story processing branch house and contains a complete daylight sausage making department, smokehouses and other facilities for pork processing.

L. L. Daly, cattle buying department, Swift & Company, Chicago, visited the So. St. Joseph market this week as he returned from the American Royal Live Stock Show at Kansas City, where he acted as a judge of the carlot display of fat cattle.

Batavia Body Company announces the addition of F. G. Scheu, jr. to its sales force, with states of Ohio and Michigan and the northern half of Indiana as his territory. Mr. Scheu was connected with the Kelvinator service department for a number of years and has an intimate knowledge of refrigeration problems. This company is preparing for a greatly increased business, having added to its facilities for building truck bodies in a substantial way.

New York News Notes

L. H. Crumley, district manager, Swift & Company, Florida territory, and S. L. Sweeting, manager, Miami, Fla., were visitors to New York last week.

Vice president James D. Cooney, George A. Blair, head of the traffic department, and assistant treasurer Benjamin Kaufmann, Wilson & Co., Chicago, were visitors to New York last week.

President R. H. Cabell, and G. H. Lupp, dressed beef department, Armour and Company, Chicago, were visitors to New York.

POULTRY AND EGGS FEATURED

Quality featured the produce exhibit of Wilson & Co. at the Midwest Poultry Exposition, held at Union Stock Yards, Chicago, during the week. Visiting the exhibit in its modernistic setting are (left to right) Don Smith, advertising manager, chairman Thomas E. Wilson, vice-president R. F. Eagle and president Edward F. Wilson.

William Wirsing, beef department, Wilson & Co., New York, is spending a few days in Chicago and will be awarded the 50-year button at the annual convention of the Institute of American Meat Packers. Mr. Wirsing's association with the old S&S plant was at such an early age that in spite of his long service record he is still a comparatively young man.

Proposed city ordinance to make government grading of meat compulsory in New York City was approved this week by representatives of four large chain companies operating 1,117 meat markets in the metropolitan area, according to a statement issued by Max Mencher, secretary of the city department of markets. The companies whose representatives approved the ordinance are the Great Atlantic and Pacific Tea Co. with 725 markets; L. Oppenheimer, Inc., with 40 meat stores; H. C. Bohack Co., Inc., with markets in 250 of its 600 stores, and Daniel Reeves, Inc., with 102 markets in its 650 stores.

Miss Elsie Beidseifen, secretary to W. F. Schuette, general manager, Swift & Company, Jersey City plant, is spending a short vacation at Atlantic City, N. J.

President Sam Abraham and secretary-sales manager George G. Abraham, Abraham Bros. Packing Co., Memphis, Tenn., and their wives are attending the annual convention of the Institute of American Meat Packers. Included in their party is their unrelated but highly-regarded New York representative, M. S. Abraham and his wife.

GLOBE BUYS NEW PLANT

The Globe Company, manufacturers of packinghouse equipment and designers of packing plants, has leased 13 acres of land and buildings at 40th, Root, Princeton and Stewart streets, Chicago, from the United States Steel Company, and will remodel the buildings for its own use, concentrating its manufacturing operations in one plant. The main building is 100 ft. wide and 700 ft. long, and will be completely equipped for manufacturing purposes, and with railroad facilities to handle shipments. President Chas. Dodge is very proud of his new acquisition and his rapidly growing business.

POULTRY UP TO DATE

Packer produce departments featured some of the most outstanding of the exhibits at the Midwest Poultry Exposition held at Union Stock Yards, Chicago, October 16-23. Armour and Company, Swift & Company and Wilson & Co. each had large educational exhibits. An important phase of the Armour exhibit was an air-conditioned poultry dressing room. The Swift exhibit showed a series of photographs in sepia showing poultry feeding, dressing and shipping. Wilson & Co. exhibit showed dressed poultry and egg display in modernistic refrigerated cases.

Packers and other large producers of dressed poultry had extensive exhibits of quick frozen drawn poultry attractively packed for the retail trade, some with printed transparent wrap and some not wrapped. These exhibits competed for prize rating, two of the three prizes for 100 per cent perfect poultry being won by a packer exhibitor. Ribbons for poultry scoring above 90 points (prime poultry) were won by each of the three packers exhibiting. This poultry was auctioned off on Monday night, which was "retailers' night."

Breeders showed large numbers of fancy breeding stock, live birds including all breeds of chickens, turkeys, ducks, geese, pigeons, pheasants and guineas. Many types of appliances from those for the hatching of eggs to the dressing and packing of the birds ready for market were on exhibit.

In a radio address from the show vice-president R. F. Eagle of Wilson & Co. said "We live in a streamlined age, and in keeping with the progress made by all aggressive enterprises the handling of poultry and eggs has been modernized. Modern methods, modern machinery, modern refrigeration and sales methods are on display."

John A. Kotal, secretary of the National Association of Retail Meat Dealers, urged retailers to use the selected, graded, drawn, quick-frozen birds prepared by large produce houses for a discriminating trade. Mr. Kotal pointed out that the average retailer is too prone to use the less expensive birds, which are not graded and which too often represent those remaining after graded selections are made. A cooking school program, which dealt with poultry and eggs, was conducted throughout the show and it was well attended.



LIVESTOCK PRICES COMPARED

September prices at Chicago, with comparisons:

SLAUGHTER CATTLE AND VEALERS.			
	Sept. 1937.	Aug. 1937.	Sept. 1936.
Steers—			
350-900 lbs., Choice	\$15.45	\$14.76	\$ 9.59
Good	13.31	13.27	8.84
Medium	9.78	10.31	7.77
Common	7.68	8.06	6.35
900-1100 lbs., Choice	17.91	16.81	10.12
Good	14.00	13.76	8.84
Medium	10.67	10.90	7.85
Common	8.41	8.58	6.56
1100-1300 lbs., Prime	18.07	17.19	10.11
Good	17.71	16.34	9.55
Medium	14.69	14.15	8.77
Common	11.19	11.13	7.88
1300-1500 lbs., Prime	18.86	17.31	9.93
Good	17.87	16.40	9.34
Medium	14.98	14.31	8.60
Heifers—			
350-750 lbs., Choice	14.68	14.72	9.47
Good	12.38	12.74	8.72
Com. & med.	8.38	8.72	6.57
750-900 lbs., Good & ch.	13.41	13.73	8.70
Com. & med.	8.49	8.79	6.40
Cows—			
Choice	9.56	10.01	6.04
Good	7.97	8.19	5.88
Common & medium	6.23	6.33	4.68
Low cutter & cutter	4.66	4.74	3.66
Bulls (yearlings excluded)—			
Good (beef)	7.91	7.98	5.81
Cutter, common & medium	6.15	6.31	4.97
Vealers—			
Good and choice	11.80	11.16	9.55
Medium	10.44	9.79	7.54
Cull and common	8.40	8.04	5.83
Calves, 250-500 lbs.			
Good and choice	10.20	9.91	6.76
Common and medium	6.97	7.00	4.90
HOGS.			
Light light, 140-160 lbs.—			
Good and choice	11.81	12.24	9.56
Medium	10.83	11.87	9.04
Light weight, 160-180 lbs.—			
Good and choice	11.78	12.70	10.09
Medium	11.15	12.20	9.52
Light weight, 180-200 lbs.—			
Good and choice	11.97	12.84	10.42
Medium	11.46	12.30	9.94
Medium weight—			
200-220 lbs., good and ch.	12.03	12.88	10.69
220-250 lbs., good and ch.	12.01	12.71	10.68
Heavy weight—			
250-290 lbs., good and ch.	11.84	12.40	10.51
290-350 lbs., good and ch.	11.53	12.08	10.21
Packing sows—			
275-350 lbs., good	10.68	11.42	9.49
350-425 lbs., good	10.49	11.15	9.06
425-550 lbs., good	10.14	10.72	8.59
275-550 lbs., medium	9.95	10.69	8.63
Slaughter pigs, 100-140 lbs.—			
Good and choice	10.68	11.67	8.75
Medium	10.16	11.06	7.98
LAMBS AND SHEEP.			
Spring lambs—			
Choice	10.91	11.06	9.58
Good	10.22	10.50	9.17
Medium	9.12	9.57	8.00
Common	8.01	8.55	6.53
Yearling wethers—			
Good and choice			
Medium			
Ewes—			
Good and choice	4.04	4.70	3.37
Common and medium	3.01	3.32	2.17

STOCKERS AND FEEDERS

Stock and feeder shipments of livestock from the 12 principal markets during September, 1937, with comparisons, follow:

	Cattle and calves, No.	Hogs, No.	Sheep, No.
September, 1937	277,280	11,613	319,929
August, 1937	275,783	14,440	298,765
September, 1936	285,211	33,341	388,505

NEW CASINGS PLANT

Pittsburgh Casing Co. has occupied its new plant at 33rd & Smallman sts., Pittsburgh, Pa., designed especially to manufacture its sewed casings and take

SEPTEMBER FRESH MEAT PRICES

NEW YORK

CHICAGO

Wholesale fresh meat prices for September, 1937, with comparisons:

Wholesale fresh meat prices for September, 1937, with comparisons:

BEEF.				BEEF.			
	Sept. 1937.	Aug. 1937.	Sept. 1936.		Sept. 1937.	Aug. 1937.	Sept. 1936.
Steer—				Steer—			
300-500 lbs., Choice	\$21.01	\$20.99	.....	300-500 lbs., Choice	\$24.08	\$24.01	\$15.20
Good	16.12	16.34	\$12.13	Good	20.61	21.34	13.95
Medium	13.28	13.01	10.44	Medium	15.54	16.15	11.62
Common	10.47	10.51	8.51	Common	12.02	12.40	9.27
500-600 lbs., Prime	25.66	24.15	15.72	500-600 lbs., Prime	24.08	24.01	15.12
Good	21.55	21.11	14.26	Good	20.61	21.34	13.95
Medium	16.56	16.61	12.13	Medium	15.54	16.15	11.62
Common	13.60	13.25	10.41	Common	12.02	12.40	9.27
600-700 lbs., Prime	27.55	25.26	15.93	600-700 lbs., Prime	24.65	23.98	14.61
Good	25.66	24.18	15.15	Good	21.63	20.98	13.51
Medium	21.70	21.11	14.06	Medium	16.95	16.90	11.71
Common	16.85	16.75	12.36	Common	12.02	12.40	9.27
700 lbs. up, Prime	27.61	25.26	15.70	700 lbs. up, Prime	24.72	23.40	14.81
Good	26.14	24.18	15.09	Good	21.25	21.25	13.35
Medium	22.11	21.30	14.02	Medium	15.89	14.60	9.96
Cow—				Cow—			
Choice	13.67	13.15	10.06	Choice	11.88	12.60	8.96
Good	12.05	11.88	8.94	Good	10.38	11.10	8.21
VEAL CARCASSES.¹				VEAL CARCASSES.¹			
Veal—				Veal—			
Choice	20.92	18.70	17.61	Choice	18.68	17.35	15.66
Good	19.07	16.88	15.82	Good	17.68	16.35	14.57
Medium	16.93	14.81	13.92	Medium	16.21	15.10	13.01
Common	15.27	13.42	12.08	Common	14.74	13.68	11.21
Calf—				Calf—			
Good	16.15	14.85	12.74	Good	14.87	13.58	11.22
Medium	14.84	13.74	11.63	Medium	13.16	12.07	10.17
Common	13.66	12.62	10.51	Common	12.01	.....	9.17
LAMB AND MUTTON.				LAMB AND MUTTON.			
Spring lamb—				Spring lamb—			
38 lbs. down—Choice	21.80	20.86	19.20	38 lbs. down—Choice	20.36	19.95	18.00
Good	20.52	19.15	18.00	Good	19.36	18.95	16.80
Medium	18.66	16.90	16.39	Medium	17.86	17.45	15.22
Common	16.75	14.76	14.61	Common	15.87	15.48	13.36
39-45 lbs., Choice	21.67	20.88	18.98	39-45 lbs., Choice	20.36	19.95	18.00
Good	20.43	18.95	17.75	Good	19.36	18.95	16.80
Medium	18.64	16.80	16.20	Medium	17.86	17.45	15.22
Common	16.75	14.76	14.61	Common	15.87	15.48	13.36
46-55 lbs., Choice	21.01	19.84	18.71	46-55 lbs., Choice	20.36	20.85	18.01
Good	20.01	18.56	17.71	Good	19.36	19.65	16.83
Yearling—				Yearling—			
40-55 lbs., Choice	.....	.....	.....	40-55 lbs., Choice	.....	.....	.....
Good	.....	.....	.....	Good	.....	.....	.....
Medium	.....	.....	.....	Medium	.....	.....	.....
Mutton (ewe) 70 lbs. down: Choice	11.07	10.89	8.77	Mutton (ewe) 70 lbs. down: Choice	8.94	10.65	7.90
Good	9.49	9.32	7.82	Good	7.69	9.40	6.90
Medium	7.94	7.99	6.05	Medium	6.44	8.15	5.90
FRESH PORK.				FRESH PORK.			
Hams, 10-14 lbs. av.	22.18	24.00	20.97	Hams, 10-14 lbs. av.	19.50	22.05	19.10
Loins, 8-10 lbs. av.	27.49	28.38	24.72	Loins, 8-10 lbs. av.	26.56	29.00	24.06
10-12 lbs. av.	28.59	27.61	24.39	10-12 lbs. av.	25.54	27.10	23.19
12-15 lbs. av.	24.38	24.94	21.99	12-15 lbs. av.	22.94	23.92	20.83
16-22 lbs. av.	21.24	.....	19.13	16-22 lbs. av.	19.27	19.83	17.09
Shoulders, N. Y. style, skinned, 8-12 lbs. av.	21.06	21.90	18.14	Shoulders, N. Y. style, skinned, 8-12 lbs. av.	19.74	20.35	16.41
Butts, Boston style, 4-8 lbs. av.	25.02	26.68	21.63	Butts, Boston style, 4-8 lbs. av.	23.96	25.22	20.19
Spareribs, half sheet.	18.48	17.25	13.90	Spareribs, half sheet.	18.06	17.56	14.57

LIVESTOCK AND DRESSED MEAT PRICES COMPARED

Prices of steers, lambs and hogs, Chicago, compared with wholesale and retail fresh meat prices, New York, during September, 1937:

	Average prices live animals per 100 lbs. Chicago.			Average wholesale prices of carcasses per 100 lbs. New York.			Composite retail price New York.		
	Sept. 1937.	Aug. 1937.	Sept. 1936.	Sept. 1937.	Aug. 1937.	Sept. 1936.	Sept. 1937.	Aug. 1937.	Sept. 1936.
Steers—									
Choice	\$17.71	\$16.34	\$ 9.55	\$25.86	\$24.18	\$15.15	\$43.21	\$41.37	\$32.25
Good	14.00	13.76	8.84	21.70	21.11	14.06	37.38	36.45	29.14
Medium	10.67	10.90	7.85	16.56	16.61	12.13	29.44	30.04	23.17
Lambs—									
Choice	10.91	11.06	9.58	21.80	20.86	19.20	33.77	33.02	30.69
Good	10.22	10.50	9.17	20.52	19.15	18.00	29.42	28.15	27.14
Medium	9.12	9.57	8.09	18.66	16.90	16.39	24.90	23.73	23.90
Hogs—									
Good	12.03	12.88	10.69	28.80	23.95	22.18	29.76	29.19	28.21

care of its growing trade. These casings are manufactured by a new method which is said to control production

throughout all steps of manufacture, and to assure uniform high quality of product.

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ons:

Aug., Sept.,
1937. 1938.

\$24.01 \$15.20
21.34 18.86
16.15 11.52
12.40 9.27

24.01 15.12
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11.10 8.21

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16.35 14.57
15.10 13.01
13.68 11.21
11.22
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9.17

19.95 18.00
18.95 16.80
17.45 15.22
15.48 13.96
19.95 18.00
18.95 16.80
17.45 15.22
15.48 13.96
20.65 18.01
19.65 16.80

10.65 7.90
9.40 6.90
8.15 5.90

22.05 19.10
20.00 24.06
27.10 23.19
23.92 20.88
19.32 17.09

20.35 16.41
25.22 20.19
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Aug., Sept.,
1937. 1938.

\$41.37 \$32.25
36.45 29.14
30.04 23.17

33.02 30.69
28.15 27.14
23.73 23.90

29.19 28.21

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PROFITS

Always in Tune!

Sausage and Specialties made with STANGE Products, seasoned with Dry Essence of Natural Spices, always strike the right note. They are always attractive and appetizing in appearance. They have piquant, delicious flavor. They combine in perfect balance every quality desired in fine sausage.

That's why sausage manufacturers on the Stange bandwagon lead the industry in profits!

Ask for samples!

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Dry Essence of Natural Spices—Individual or blended
Peacock Brand Certified Casing Colors
Premier Curing Salt
Baystate
Sani Close
Meat Branding Inks—Violet and Brown

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Los Angeles



Western Branch
1250 Sansome St.
San Francisco

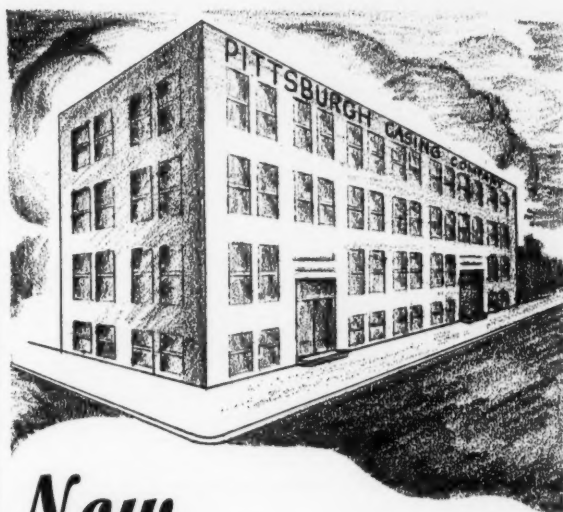
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Week Ending October 23, 1937



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IN OUR NEW QUARTERS

with finer, larger facilities that enable us to serve you better!

Our new quarters, designed especially to take care of the constantly increasing demand for Pittsburgh Sewed Casings, are now complete.

Pittsburgh Sewed Casings are produced by a unique method that controls production through every operation, and assures uniformly high quality at all times. And the meat packing industry has been quick to appreciate the extra value offered by sewed hog bungs, sewed beef middles and sewed beef rounds, produced by the Pittsburgh method.

For the finest in sewed casings, come to Pittsburgh. You get premium quality at no higher price than for ordinary casings. Fast service and prompt deliveries guaranteed!

PITTSBURGH
CASING COMPANY

33rd & Smallman Sts., Pittsburgh, Penn.

PRODUCE MARKETS

BUTTER.			
	Chicago.	New York.	
Creamery (92 score).....	@35	@36	
Creamery (90-91 score).....	@31½	@35½	
Creamery firsts (88-90 score).....	@31½	@32½	
EGGS.			
Extra firsts.....	@23½		
Firsts, fresh.....	@22½	@24	
Standards.....	26	@28	
LIVE POULTRY.			
Fowls.....	12 @23	16 @25	
Springs.....	20 @22	21 @26	
Broilers.....	17 @26	25 @31	
Old roosters.....	14 @15	@17	
Turkeys.....	16 @23	25 @28	
Ducks.....	12 @20	@20	
Geese.....	12 @19	@18	
DRESSED POULTRY.			
Chickens, 36-43, fresh....	@26½	@27	
Chickens, 43-54, fresh....	@27	@27½	
Chickens, 55 & up, fresh....	@27½	27½ @28	
Fowls, 31-47, fresh.....	20½ @22	21½ @23	
48-59, fresh.....	23½ @24	24 @25	
60 and up, fresh.....	@26½	@27	

BUTTER AT FIVE MARKETS

Wholesale prices 92 score butter at Chicago, New York, Boston, Philadelphia and San Francisco, week ended Oct. 14, 1937:

	Oct. 8.	9.	11.	12.	13.	14.
Chicago.....	34½	34½	34½	Holiday	35½	35
N. Y.....	36½	36½	36½	"	36½	36
Boston.....	36½	36½	36½	"	36½	36½
Phila.....	37	37	37	"	36½	36½
San Fran.....	36½	36½	36½	"	36	35½

Wholesale prices carlots—fresh centralized—90 score at Chicago:

	34½	34	34	Holiday	34½	34½
Receipts of butter by cities (tubs):						
	This week.	Last week.	Last year.	Since Jan. 1—1937.	1937.	1936.
Chicago.....	35,588	40,299	37,220	2,736,448	2,509,316	
N. Y.....	42,741	32,528	46,154	2,695,802	2,759,126	
Boston.....	14,652	12,023	13,644	935,431	942,202	
Phila.....	10,547	11,447	16,289	794,393	857,392	
Total.....	108,528	96,297	113,307	7,072,074	7,128,036	

Cold storage movement (lbs.):

	In Oct. 14.	Out Oct. 14.	On hand Oct. 15.	Same week day last year.
Chicago.....	19,852	261,839	31,359,702	25,830,584
New York.....	144,361	248,790	8,005,394	12,948,783
Boston.....	14,304	11,694	3,626,860	2,911,878
Phila.....	5,160	80,280	1,005,404	2,609,564
Total.....	183,677	602,603	44,597,360	44,300,809

RETAIL MEAT PRICES

Average of semi-monthly prices at New York and Chicago for all grades of pork and good grade of other meats in mostly cash and carry stores.

	NEW YORK.					CHICAGO.				
	Sept. 30, 1937.	Sept. 30, 1936.	Sept. 30, 1935.	Sept. 30, 1934.	Sept. 30, 1933.	Sept. 30, 1937.	Sept. 30, 1936.	Sept. 30, 1935.	Sept. 30, 1934.	Sept. 30, 1933.
Beef:										
Porterhouse steak.....	.59	.47	.47	.56	.43	.43				
Sirloin steak.....	.52	.39	.40	.48	.38	.38				
Round steak.....	.49	.38	.40	.41	.33	.33				
Rib roast, lat 6 cuts.....	.40	.30	.34	.36	.29	.30				
Chuck roast.....	.32	.24	.26	.29	.22	.24				
Plate beef.....	.21	.14	.16	.18	.15	.16				
Lamb:										
Legs.....	.83	.30	.28	.29	.29	.26				
Loin chops.....	.40	.45	.41	.44	.41	.38				
Rib chops.....	.39	.36	.34	.41	.36	.34				
Stewing.....	.16	.14	.12	.17	.17	.13				
Pork:										
Chops, center cuts.....	.44	.39	.40	.42	.35	.38				
Bacon, strips.....	.41	.38	.43	.40	.36	.42				
Bacon, sliced.....	.46	.43	.48	.48	.43	.49				
Hams, whole.....	.34	.34	.35	.32	.30	.32				
Picnics, smoked.....	.27	.24	.25	.26	.23	.25				
Lard.....	.19	.18	.24	.17	.16	.21				
Veal:										
Cutlets.....	.54	.43	.46	.48	.39	.39				
Loin chops.....	.42	.36	.39	.34	.34	.34				
Rib chops.....	.36	.31	.33	.29	.30	.30				
Stewing (breast).....	.20	.17	.17	.16	.15	.15				

*Top round at New York.

WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on October 21, 1937:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEERS, 300-500 lbs.:				
Choice.....	\$20.50@23.00			
Good.....	16.00@20.50		\$15.50@22.50	
Medium.....	11.50@16.00		11.50@15.50	
Common (plain).....	10.00@11.50		10.00@11.50	
STEERS, 500-600 lbs.:				
Choice.....	21.50@24.00		24.00@27.00	
Good.....	16.50@21.50		16.00@24.00	\$18.00@23.00
Medium.....	12.00@16.50		12.00@16.00	14.00@18.00
Common (plain).....	10.00@12.00	\$12.50@14.00	10.50@12.00	12.00@14.00
STEERS, 600-700 lbs.:				
Choice.....	23.00@26.00	24.00@27.50	24.00@27.00	
Good.....	17.50@23.00	17.00@24.00	16.50@24.00	18.00@22.00
Medium.....	13.00@17.50	14.00@17.00	12.50@16.50	14.00@18.00
STEERS, 700 lbs. up:				
Choice.....	23.00@26.00	24.50@28.00	24.50@28.00	
Good.....	17.50@23.00	18.00@24.50	17.00@24.50	
COWS:				
Good.....	12.50@14.50	11.50@13.50	12.50@13.50	13.00@14.00
Medium.....	10.50@12.50	10.50@11.50	10.50@12.50	11.00@13.00
Common (plain).....	9.50@10.50	10.00@10.50	9.50@10.50	10.00@12.00
Fresh Veal and Calf:				
VEAL:				
Choice.....	16.00@17.00	18.00@19.00	18.00@20.00	19.00@20.00
Good.....	15.00@16.00	16.00@18.00	16.00@18.00	17.00@19.00
Medium.....	13.00@15.00	14.00@16.00	14.00@16.00	15.00@17.00
Common (plain).....	12.00@13.00	13.00@14.00	12.50@14.00	12.00@15.00
CALF:				
Good.....	12.00@13.50	13.00@14.50	12.50@14.00	12.00@14.00
Medium.....	11.50@12.00	12.00@13.00	11.50@12.50	11.00@13.00
Common (plain).....	11.00@11.50	11.00@12.00	10.50@11.00	10.00@11.00
Fresh Lamb and Mutton:				
LAMBS, 38 lbs. down:				
Choice.....	18.00@19.00	19.00@20.00	19.00@20.00	19.00@20.00
Good.....	17.00@18.00	18.00@19.00	18.00@19.00	18.00@19.00
Medium.....	15.50@17.00	17.00@18.00	17.00@18.00	17.00@18.00
Common (plain).....	14.00@15.50	16.00@17.00	15.00@17.00	15.00@17.00
LAMBS, 39-45 lbs.:				
Choice.....	18.00@19.00	18.50@19.50	18.50@19.50	19.00@20.00
Good.....	17.00@18.00	17.50@18.50	17.50@18.50	18.00@19.00
Medium.....	15.50@17.00	16.50@17.50	16.00@17.50	17.00@18.00
Common (plain).....	14.00@15.50	15.50@16.50	15.00@16.00	15.00@17.00
LAMBS, 46-55 lbs.:				
Choice.....	18.00@19.00	18.00@19.00	17.50@19.00	19.00@20.00
Good.....	17.00@18.00	17.00@18.00	16.50@17.50	18.00@19.00
MUTTON, Ewe, 70 lbs. down:				
Good.....	9.00@10.00	10.00@11.00	9.00@11.00	
Medium.....	7.50@9.00	8.00@10.00	8.00@9.00	
Common (plain).....	6.50@7.50	7.00@8.00	7.00@8.00	
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.....	21.00@22.00	24.00@25.00	22.00@24.00	22.50@24.00
10-12 lbs. av.....	20.00@21.00	23.50@24.50	21.50@23.50	22.00@24.00
12-15 lbs. av.....	19.00@20.00	23.00@24.00	21.00@22.00	21.00@23.00
16-22 lbs. av.....	16.50@18.50	19.00@21.00	18.00@20.00	19.00@21.00
SHOULDERS, N. Y. Style, Skinned:				
8-12 lbs. av.....	17.00@18.00		18.00@19.50	
PICNICS:				
6-8 lbs. av.....		19.00@20.00		
BUTTS, Boston Style:				
4-8 lbs. av.....	19.00@20.00		19.00@22.00	19.00@22.00
SPARE RIBS:				
Half Sheets.....	17.00@18.00			
TRIMMINGS:				
Regular.....	13.00@13.50			

*Includes helpers, 450 lbs. down, at Chicago.

*Includes "skin on" at New York and Chicago.

*Includes sides at Boston and Philadelphia.

NEWS OF THE RETAILERS

Christie Waldorf Thrift Mart opened meat department in store at Butte, Mont.

Palmer grocery store, Staples, Minn., has added meat department.

Henry Warnke has begun erection of

meat market and locker cold storage plant at Maynard, Ia.

Robert Marolf has engaged in meat business at 602 Carpenter ave., Iron Mountain, Mich.

Perry and Schutinga meat market sold out to Roberts Brothers, Prairie City, Ia.

PHILA.

"No, sir! I won't change
a single word!"

He suddenly launched a bitter attack on his competitors.

He hinted at unfair practices...implied that all his rivals were selling inferior goods. And he blared forth these insinuations in full-page newspaper ads.

The National Better Business Bureau pointed out that the type of advertising he was doing was harmful to the entire industry...tried to persuade him to change his copy.

"No, sir!" he shouted angrily, "I won't change a single word of it!"

"Mind your own business!"

He said he'd thank us to mind our own business. He knew what he was doing...and hadn't his products been a big success?

"Of course they have," we admitted, "and will you please take a slip of paper and write down the reasons why your products have been so successful?"

Grudgingly he wrote: "Quality—Purity—Price—Service."

"That's funny," we said, "you don't say a thing about attacks on competition! Yet your last full-page newspaper ad used a quarter of its space to talk about how bad your competitors are. Maybe you are spending 25% of your advertising money to stress a point that doesn't matter!" He promised to think it over.

Apparently he did think it over...for the

attacks stopped almost at once. And he hasn't printed a single word of knocking copy since.

Corrections of misleading or unethical advertising are made by the National Better Business Bureau at the average rate of more than one a day.

Yet this is just one of the many services of the Bureau that are available to any legitimate business. Working tactfully, diplomatically and in strictest confidence, the Bureau will gladly help you solve such problems, whether you are a member of the bureau or not.

The National Better Business Bureau is a non-profit corporation, supported solely by the voluntary contributions of more than 600 business firms. Mail the coupon for the free booklet, "How to Use the National Better Business Bureau."

National Better Business Bureau, Inc.
405 Lexington Avenue, New York City.

Please send me a copy of "How to Use the National Better Business Bureau."

Name _____

Firm Name _____

Address _____

City _____ State _____

Investigate

WHAT THESE PACKERS OFFER

Hunter Packing Company

East St. Louis, Illinois

*Straight and Mixed Cars
of Beef and Provisions*

NEW YORK OFFICE
410 W. 14th Street

REPRESENTATIVES:
Wm. G. Joyce, Boston
F. C. Rogers, Inc., Philadelphia



HORMEL
GOOD FOOD

Main Office and Packing Plant
Austin, Minnesota

THE E. KAHN'S SONS CO.

CINCINNATI, O.

**"AMERICAN BEAUTY"
HAMS AND BACON**

**Straight and Mixed Cars of Beef,
Veal, Lamb and Provisions**

Represented by

NEW YORK	PHILADELPHIA	WASHINGTON	BOSTON
H. L. Woodruff	W. C. Ford	Clayton P. Lee	P. G. Gray Co.
437 W. 13th St.	38 N. Delaware Av.	1106 F. St. S. W.	148 State St.

★ **ESSKAY** ★
QUALITY

**BEEF • BACON • SAUSAGE • LAMB
VEAL • SHORTENING • PORK • HAM**
The WM. SCHLUDERBERG-T. J. KURDLE CO.

NEW YORK, N. Y.
408 WEST 14th STREET

The ESSKAY CO. of
NORTH CAROLINA
230 S. Liberty Street,
Annex
WINSTON SALEM

MAIN OFFICE and PLANT
BALTIMORE, MD.
3800 E. BALTIMORE ST.

PHILADELPHIA, PA.
713 CALLOW HILL ST.

RICHMOND, VA.
HERMITAGE RD. &
S. A. L. R. R.

WASHINGTON, D.C.
908-14 G ST., N. W.

ROANOKE, VA.
317 E. Campbell Ave.

Rath's

from the Land O'Corn

BLACK HAWK HAMS AND BACON

PORK - BEEF - VEAL - LAMB

Straight and Mixed Cars of Packing House Products

THE RATH PACKING CO. WATERLOO, IOWA

Superior Packing Co.

Price Quality Service

Chicago



St. Paul

**DRESSED BEEF
BONELESS BEEF and VEAL**

Carlots

Barrel Lots

Partridge

PORK PRODUCTS—SINCE 1876

The H. H. MEYER PACKING CO.

Cincinnati, Ohio

Vogt's

**Liberty
Bell Brand**

Hams—Bacon—Sausages—Lard—Scrapple
F. G. VOGT & SONS, INC.—PHILADELPHIA, PA.

*BEFORE YOU BUY
Investigate*

WHAT THESE PACKERS OFFER

HONEY BRAND

**HAMS—BACON
DRIED BEEF**



HYGRADE

*Beef—Veal
Lamb—Sausage*

HYGRADE'S Original WEST VIRGINIA HAM

HYGRADE FOOD PRODUCTS CORP. 30 Church St.
New York, N.Y.



Philadelphia Scrapple a Specialty

John J. Felin & Co., Inc.

4142-60 Germantown Ave., Philadelphia, Pa.

New York Branch: 407-09 West 13th St.

HAMS · BACON · LARD · DELICATESSEN



**NATURE AND
HUMAN SKILL**
combine to give
Superb Quality
in these imported
canned Hams.

Try a Case Today

AMPOL,

380 Second Ave., New York, N. Y.

Wilmington Provision Company

TOWER BRAND MEATS

*Slaughterers of Cattle, Hogs,
Lambs and Calves*

U. S. GOVERNMENT INSPECTION

WILMINGTON

DELAWARE

Dold
**NIAGARA BRAND
HAMS & BACON**

SHIPPERS OF STRAIGHT AND MIXED CARS OF

**BEEF - PORK - SAUSAGE - PROVISIONS
BUFFALO - OMAHA - WICHITA**

THE P. BRENNAN COMPANY

UNION STOCK YARDS: CHICAGO, ILLINOIS

offers you

STRAIGHT OR MIXED CARS OF

PORK PRODUCTS

Arbogast & Bastian Company

MEAT PACKERS and PROVISION DEALERS

WHOLESALE SLAUGHTERERS OF

CATTLE, HOGS, SHEEP AND CALVES

U. S. GOVERNMENT INSPECTION

ALLENTOWN, PA.

CLASSIFIED ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

Men Wanted

Packinghouse Superintendent

Wanted, all-around packinghouse superintendent; prefer young man for small plant. Must be able to handle labor efficiently. W-922, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Salesmen for Seasonings

Territories open for live producers who have following with sausagemakers. Prefer salesmen who can demonstrate and sell quality seasonings. Liberal commissions offering unlimited earnings. Real opportunity for salesmen seeking permanent connection with high-class spice grinder. Give full details. Replies strictly confidential. W-923, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

Cost Accountant

Wanted, experienced cost accountant and production man, thoroughly versed in pork packing operations. Must be willing to live in southern Ohio. Good opportunity for advancement. Give full particulars in your first letter as to education and practical experience. Letter must be in own handwriting, not typed. W-910, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

Beef Man

Large eastern home dressed meat packer wants man who is thoroughly experienced in cooler sales, beef buying, killing and cut meat department. State in detail your ability to fill the position, past connections, salary, age, etc. W-908, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Curing and Sausage Expert

Manufacturer of materials used in curing meats and processing sausage and other prepared meat products has an opening for a man to demonstrate their use in packing houses and sausage plants. Must have practical experience in, and thorough knowledge of, all latest curing methods, complete processing of prepared pork products and the manufacture of meat specialties. Position requires continuous travelling. Excellent opportunity for the right man. Apply by letter only to

D.F.

ALBERT FRANK-GUENTHER LAW, INC.,
One La Salle St., Chicago, Ill.

giving qualifications, age, experience, present earnings. All applications will be treated in strict confidence.

Position Wanted

Plant Manager

Now available, executive with experience in buying, operating and sales, including retail stores. Knows all angles and can build up your business. W-915, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Position Wanted

Hog Killing & Cutting Foreman

Capable man with 16 years' experience as foreman, both large and small packers. Thoroughly familiar with yields, tests and labor costs. Can handle help efficiently. Steady and dependable. Married, but will go anywhere. Best of references. W-920, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

Sausage Foreman

Capable of turning out complete line of sausage products, loaves, specialties, fancy cured meats, etc. Has ability to eliminate manufacturing and curing troubles and knows how to get results. Prefers small plant. Desires to add new lines and improve standard products. Go anywhere. J.A.P. 7009 S. Denver Ave., Los Angeles, Calif.

Superintendent

Experienced plant supt. desires position. Thorough practical plant experience in all operating processing and manufacturing depts. whether beef or pork. Can handle labor. Maintain minimum operating and production costs throughout plant. Familiar with all tests and yields. References. W-919, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

Sales Manager

Capable young man with 16 years' experience, both large and small packers. Experienced in accounting and office management. Can reorganize sales department and get results. Thoroughly acquainted Texas and southwest. Now employed by nationally-known packer. Splendid references. W-913, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Superintendent

Can run plant to make money. Willing to submit proof of ability. W-921, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sales Director or Supervisor

for provision, produce and meats desires connection. Will go anywhere. Experience in southern states, although is acquainted with Chicago territory. Will take position as salesman. W-926, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Equipment for Sale

Used Equipment for Sale

3 Anderson No. 1 Oil Expellers, motor driven, with 16-H.P., AC motors, complete with tempering apparatus; 2 Anderson RB Expellers; two 4 ft. x 9 ft. Mechanical Mfg. Co. Lard Rolls; 1 Albright Nell 2½ ft. x 5 ft. Jacketed Dryer; 3 Bartlett & Snow Jacketed Digesters or Tankage Dryers 10' dia.; one 24 in. x 20 in. Type "B" Jeffrey Hammer Mill; one 24 in. x 16 in. Gruendler Hammer Mill; 2 Jay-Bee Hammer Mills, No. 2, No. 3, for Cracklings; 2 Mechanical Mfg. Co. Double Arm Meat Mixers; 1 Buffalo No. 23 Silent Cutter; 1 No. 41 Enterprise Meat Chopper; 1 "Boss" No. 160 Meat Chopper. Miscellaneous: Cutters, Grinders, Melters, Cookers, Rendering Tanks, Hydraulic Presses, Kettles, Pumps, etc. What have you for sale? Send us a list.

CONSOLIDATED PRODUCTS COMPANY

14-19 Park Row, New York, N. Y.

Shops and Plant

331 Doremus Ave., Newark, N. J.

Equipment for Sale

Hog Casing Cleaning Machine

For sale, "Boss" power hog casing cleaning machine, direct-connected; diameter of cylinder 17½ in., width 18 in., 3-horsepower motor, 220-volts, 3-phase, 60-cycle, alternating current. Good condition. Price \$345; 6 months to pay. Apply Wilmington Provision Company, Wilmington, Del.

Bankruptcy Sale

of Meat Packing Equipment and Supplies, Trucks, Automobiles, Office Equipment, Etc.
Adam A. Weschler & Son, Auctioneers,
915 E Street N. W., Washington, D. C.

By virtue of an order of the District Court of the United States for the District of Columbia, holding a Bankruptcy Court in re N. Auth Provision Co., Inc., Bankrupt No. 3,426, the undersigned trustee will sell by Public Auction at 623 D St. S. W., Washington, D. C. Commencing

MONDAY, NOV. 1, 1937

At 10 o'clock A.M., and continuing, if necessary, Tuesday, Nov. 2nd, at the same time and place until all is sold. Consisting in part: Pan, Platform and Computing Toledo Scales; Computagram and Hanging Scales; National Cash Registers; U. S. Stacker Type Electric and hand Slicing Machines; Billing Machines; Big Boy Electric Brine Pump; "Boss" Hasher; Fat Cube Cutter; 500 assorted Ham Cans; Ham Press; 1,000 Hind-quarter and Short-Shank Track Hooks; Tank, Platform, Steel Slat and Barrel Trucks; Scrapple Mold and Cutter; Sticks, Stick Racks and Wash Wheel; Track Bacon Trees and Hooks; Steel and Wood Tables, Pipe Racks, Steel Shelving; 50-lb. Meat Pans; Maple Cutting Tables, Meat Blocks; 25 4,000-lb. Pickling Vats; Hand Bacon Skinner, 60 Steel Drums; Wood Barrels and Kegs, etc.,

Also 140 Steel Lockers, Fire Extinguishers; U. S. Elec. Drill, Machine Stocks and Dies; Chain Falls; Welding Outfit; Forge; Blacksmith and other small Tools; Ammonia and Pipe Fittings; Refrigerator Insulating Cork Board; Air Hammers; New Refrigerator Door; Electric Car Washer; "Weaver" Arbor Press; "B. & D." Valve Refacer and Drill; "Kraft-O-Matic" Oil Refiner; "Tungar" Battery Charger; Explosion-proof Fan; Electric Fans and Motors; Hydraulic Warehouse Truck, etc.

Also twenty-four Cars and Trucks. International, six three-quarter-to-three-ton with Refrigerator Bodies; five Diamond "T" and Chevrolet 1½-ton with Refrigerator Bodies; two Diamond "T" 2-ton with Stake and Express Bodies; Four International and Republic 1 and 1½ ton; Chevrolet Light Delivery; 5 Chevrolet Coupes.

Office Equipment. Three Comptometers; Monroe Elec. Calculator; Burroughs Electric and Hand Adding Machines; Typewriter; flat-top, secretarial and typewriter Desks; Chairs; Steel Letter and Card Files; Safe Cabinet Safe; York Cash Vault; Mimeograph; Steel Stationery Cabinet; Addressograph; Large and Small Iron Safes; Underwood Bookkeeping Machine; Billing Machines; Electric Fans; International Time Clocks, Etc.

Inspection Permitted October 31st. Terms: Cash or certified check drawn to the order of the Auctioneers, payable at time of sale.

F. KENNETH TAYLOR, Trustee.
EDMUND D. CAMPBELL,
822 Southern Building, Wash., D. C.
Attorney for Trustee.

See Page 61 Opposite for
Additional Classified Ads.

SAUSAGE

is Finer Tasting
in Natural Casings

SALZMAN CASINGS CORP.

4021 Normal Ave., Chicago, Illinois



**Selected
Sausage Casings**

Attention

For YOUR Pork Sausage Use
OUR Graded SHEEP CASINGS

MAY CASING COMPANY, INC.

FORMERLY M. J. SALZMAN CO., INC.

619 West 24th Place, Chicago, Ill.

**To Sell Your Hog Casings
in Great Britain**

communicate with

STOKES & DALTON, LTD.

Leeds 9

ENGLAND

HARRY LEVI & COMPANY, INC.

IMPORTERS

EXPORTERS

SAUSAGE CASINGS

625 Greenwich St.
NEW YORK, N. Y.

723 West Lake St.
CHICAGO, ILL.

FRANK A. JAMES

21-23 FARRINGDON ROAD, LONDON, E. C. 1

Cable Address: - - JAMMETHO SMITH, London

**We are large Buyers all the year
round of all grades of Hog Casings**

Cable Offers: - - C. I. F. LONDON

Phone Gramercy 5-3665
Schweisheimer & Fellerman

Importers and Exporters of
SAUSAGE CASINGS

Selected Hog and Sheep Casings a Specialty
Ave. A, cor. 20th St. New York, N. Y.

W. J. KEMPNER, LTD.

Quality Sausage Casings

47-53 St. John St., Smithfield, London, E. C. 1

Cables: Supplant, London

**Continuous Buyers of Quality Hog Casings
in Carload Lots**

THE CUDAHY PACKING CO.

PRODUCERS, IMPORTERS AND EXPORTERS OF

Sausage Casings

221 NORTH LA SALLE STREET CHICAGO, U. S. A.

Equipment for Sale

Lunch Loaf Containers

For sale, about 100 lunch loaf containers, steel and aluminum. Good condition. Price \$1.50 to \$3.00. One 100-lb. silent cutter, \$100; one No. 150 Sander grinder, \$75. Location, Philadelphia, Pa. FS-925, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Refrigerator

For sale, refrigerator, almost new, a great bargain, made by Hill of Trenton, N. J. Size, 20 ft. wide, 10 ft. deep and 12 1/4 ft. high. All connected with Frigidaire ice machine. All complete for the sum of \$1350, f.o.b. Wilmington, Del., guaranteed by the Wilmington Provision Company, Wilmington, Delaware.

Harrington Lard Fillers

For sale, 3 Harrington lard filling units; one 1-lb. size, one 4-lb., 8-lb. size, and one for larger packages. FS-907, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Equipment for Sale

Used Packinghouse Equipment

For sale, 24-ton Frick ice machine with steam engine. Brownell boiler, Gem City boiler, Permutit water softener, cattle scale, track scales, pumps, land cooking tank, blowers, tallow tanks, other items. For list and full particulars write to Geo. H. Alten, P. O. Box 426, Lancaster, Ohio.

Equipment Wanted

Rendering Equipment

Wanted, Anderson Expeller, Filter Press and Grinder. Reasonable. W-924, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Dispose of your surplus equipment through THE NATIONAL PROVISIONER "Classified" ads.

Plants Wanted

Sausage Factory

Excellent opportunity to buy modern, fully equipped sausage factory in town of 60,000 population near Chicago. Now doing good, active business in Chicago and suburbs. Will let go at sacrifice price for quick sale. For further particulars address FS-886, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sausage Plant

For sale in Union Stock Yards, Baltimore, Md., completely equipped plant for manufacturing sausage and cooked meat products. Capacity 100,000 pounds sausage products weekly; also limited equipment for rendering and by-products. Modern fireproof buildings, 37,500 sq. ft. floor space. Pennsylvania and Baltimore & Ohio sidings. Two freezers, twelve coolers. Could be used for meat packing. Logical location to serve southeastern territory. Sacrifice price. Write for illustrated circular, list of equipment, and other information.

William Martien & Co., Inc., Agts.,
3200 Baltimore Trust Building,
Baltimore, Md.

Week Ending October 23, 1937

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ADVERTISERS

IN THIS ISSUE OF THE NATIONAL PROVISIONER

If all the companies listed here were to go out of business tomorrow the result to you would be disastrous. Substitute sources of equipment, supplies and services would have to be sought, and while they were being found—if they ever could be found—your operations would be seriously crippled,

your losses would be terrific. It takes years to build up and make available what these firms offer—years in the crucible of actual use, prompt delivery, continuous improvement, and the satisfying of hundreds of customers. Their advertisements offer opportunities to you which you should not overlook.

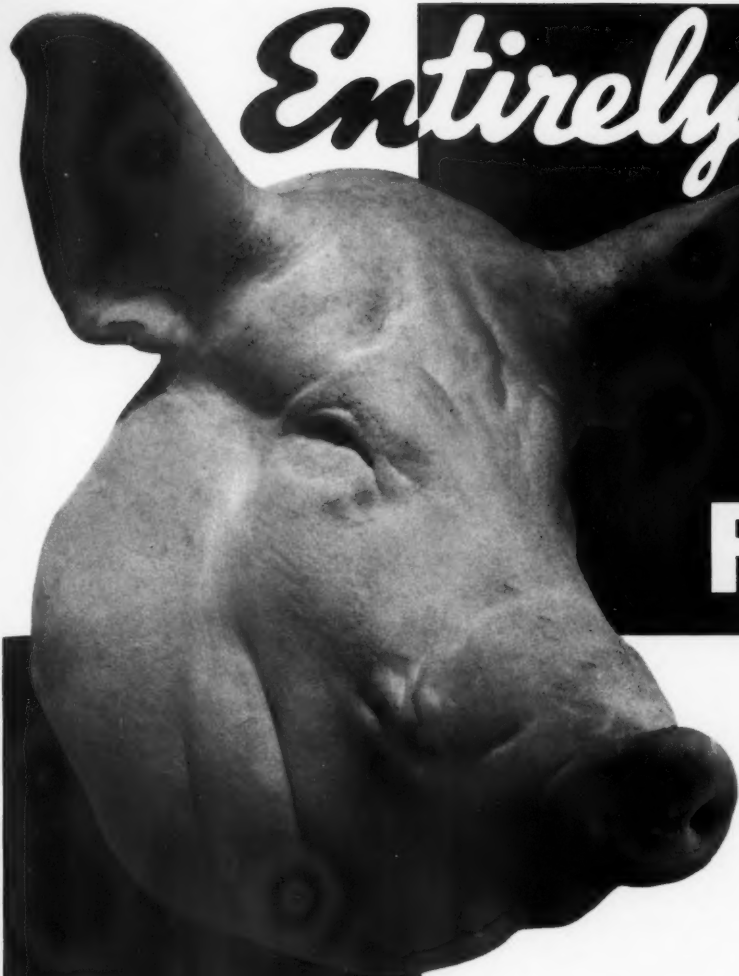


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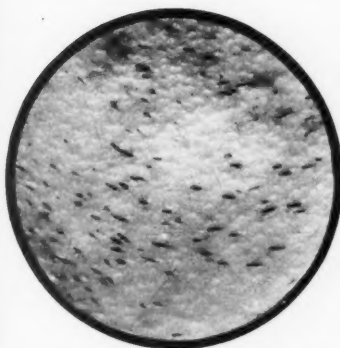
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Entirely Free *from* **HAIR** *and* **ROOTS**

● *This unretouched photograph plainly shows HEADSKIN, JOWL, EARS, SNOUT, and LOWER LIP entirely free from hair, roots and stubble*

This
**HEAD
 SELECTED
 AT RANDOM**
from a
**DEPILATED
 CARCASS**



Showing hair stubble imbedded in skin after singeing and shaving in the usual manner.



Perfectly cleaned skin — no hair stubble left after passing through the ANCO Depilating Process.

Patents Applied For

THE ALLBRIGHT-NELL CO.

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 New York, N. Y.

5323 S. Western Boulevard
 Chicago, Ill.

111 Sutter Street
 San Francisco, Calif.

Sturdy Suds

with

PRIDE WASHING POWDER

LONG-LASTING . . . hard-working . . . richly soapy . . .

Pride Washing Powder's suds work wonders with the greases and stains that make packinghouse cleansing particularly difficult. Whatever the surface—metal, wood, stone, tile, brick, or porcelain—the clean-up job is efficiently done; the clean-up hours are shortened. Science-checked in our chemical laboratory, work-tested in our own plant, Pride is a packinghouse product for a packinghouse job. Packed in 200-lb. barrels, 125-lb. drums, 25-lb. pails. No matter where your plant is located, there is a Swift agent near you.

SWIFT & COMPANY

Industrial Soap Department

